



*Skinner Sprayer Attached to Fordson Tractor
at South Florida Fair*



Published by
SKINNER MACHINERY COMPANY
World's Largest Makers of
FRUIT PACKING EQUIPMENT
DUNEDIN, FLORIDA





Skinner Packing House News

A Monthly Publication Devoted to Fruit Packing Houses and Allied Interests.

Published By

SKINNER MACHINERY CO.,

Dunedin,

Florida.

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Skinner Machinery Co.

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CHANGE OF ADDRESS

Change of address should be reported promptly.
Give new and old address.

Volume I. February, 1922. Number 2.

Florida packing plants should plan now to get their houses ready for next season. California's early crop is frozen and unquestionably the trees which bear this early fruit are injured. This injury to the trees will reduce the next year's crop of early oranges from California. It follows, therefore, that the early market next year will be the profitable one for Florida. The man who is late in getting his machinery will have only himself to blame for the loss of his profits.

A number of packing houses put off purchasing equipment last year on account of the stringency in the money markets. These houses are certain to want machinery this year. A number of other houses will buy new machinery because of good prices obtained for fruit this year, and because of a general bettering of business conditions. It is also certain that a number of new packing houses will be built this year, all requiring complete new packing units.

These conditions combined indicate that this will be a year of unusual demand for packing house equipment, and in the very nature of things some are going to be disappointed, because their plans are not matured in time.

The Skinner Machinery Company factory is working to the limit of its capacity in anticipation of a great demand for packing house machinery. Cooperation on the part of the packing house manager or owner, by letting us plan for your needs

in plenty of time, may save considerable disappointment later on. Last minute work is never as satisfactory as that which comes from well-thought-out and properly matured plans, and with plenty of time allowed for execution. The early order will bring the greatest satisfaction.

The proper way to use a spray gun to advantage in spraying citrus trees can be covered in one sentence: Get under the tree and spray across the center, working around as you spray and keep the gun moving. The advantage of a gun lies in the force of its spray and the draft of air caused by this force. If the gun is directed against the tree from the outside, this force becomes a detriment, because it forces the leaves down in a mat and the spray does not reach the under side of the leaves which, in citrus trees, are so close together. But get under the tree and watch this spray force when it strikes the leaves! It lifts them and causes a fluttering and whirling which covers the entire leaf with spray solution. It will also be noticed that the best results are obtained when the spray is directed as nearly across the center of the tree as possible. Scale forms on the limbs and trunks of trees, as do some fungus diseases, as much as on the twigs and leaves. If you spray from the outside only you kill the scale and other insects and diseases on the fruit, leaves and twigs, but it soon spreads again from the limbs and trunk, and the work must be done over, or it has not the desired effect. Get under the tree and you will kill all fungi and insects on the trunk, limbs, twigs, leaves and fruit. For work under the tree the gun is much more practical than the rod.

Citrus packing house owners and managers would welcome a discussion of the relative merits of the soaking tank as against the roller sprinkler belt. Some houses prefer the sprinkler belt, because it is more sanitary than the soaking tank and less liable to spread decay fungi. Other houses claim that the use of bluestone or permanganate of potash in the soaking tank kills these fungi, thus eliminating the only objection. They claim the soaking of the fruit loosens the dirt, giving cleaner fruit. It also enables the man feeding the fruit to pour up several boxes, so that he will have time to do some of the trucking around the plant, thus making for economy in labor.

Won't some of the packing house managers give us their views in a brief letter which we can use in this publication?

The first number of the Skinner Packing House News was well received, if the number of inquiries and letters it elicited are a criterion.



SKINNER TRACTOR SPRAYER



Showing Skinner Tractor Sprayer specially built for attaching to Fordson Tractors, with 300-gallon tank, and pump giving 300 pounds pressure and as high as 500 pounds if necessary, through four spray nozzles.

PUMP FULLY GUARANTEED FOR FIVE YEARS

The pump is guaranteed for five years against objectionable wear and corrosion. The Skinner Machinery Company will make repairs during this time free of charge, and will

lend owners a pump while repairs are being made should they become necessary. It weighs only 59 pounds complete and will supply uniform high pressure to four spray nozzles.

*No Valves
No Packing
No Plungers*

Thus eliminating the principal sources of trouble in a spray outfit

FOR DETAILED INFORMATION WRITE
SKINNER MACHINERY COMPANY
DUNEDIN, FLORIDA



Skinner Machinery Co. at South Florida Fair



*Skinner Machinery Company Booth in
Machinery Building, South Florida Fair*

The Skinner Machinery Company was very much in evidence at the South Florida Fair, held in Tampa, Fla., from February 2 to 11, inclusive, and was enabled to not only demonstrate Skinner packing house machinery to thousands of people, but was permitted to be of great public service in keeping down dust, flies and germs over the fair grounds by the use of the new Skinner Tractor Sprayer, which, by the way, made its first public appearance at the Fair.

The Skinner booths in the machinery building, which are illustrated above, attracted a great deal of attention. In them was a complete Skinner peach and apple sizer in operation, and much favorable comment was made by visitors upon its labor-saving qualities and sturdiness of construction. There was also exhibited numerous items of citrus packing equipment made or handled by the Skinner Machinery Company.

The Skinner Packing House News made its initial appearance during the Fair and hundreds of copies were given to patrons.

Outside the machinery building Mr. R. C. Allen, of the Skinner Machinery Company, had charge of an exhibit and demonstration of the Skinner Tractor Sprayer, and he seized upon an excellent opportunity to give the machine a thorough demonstration when he discovered that Mr. Jerry Carter, the State Hotel Commissioner, was looking for help in keeping down the dust and flies, etc., over the grounds. Thousands of people saw the Skinner Tractor

Sprayer in action during the progress of the Fair, and no doubt appreciate the good work done in keeping conditions sanitary on the grounds through the cooperative effort of Mr. Carter, the Skinner Machinery Company and Mr. F. P. Fariss, of the local Ford Agency.

Mr. Carter expressed his appreciation of the help given by the Skinner Machinery Company in the following letter:

STATE OF FLORIDA

Office of State Hotel Commissioner
Tallahassee, February 13, '22.

Skinner Machinery Co.,
Dunedin, Fla.

Gentlemen:

I wish to thank you for your excellent cooperation during the South Florida Fair in helping us keep down the dust and flies at the Fair Grounds with the aid of your tractor, pump and sprayer. It would have been impossible to keep the dust off the entire grounds and to have sprayed the buildings with disinfectant to discourage the flies during the nine days without the efficient service of your high pressure tractor sprayer. The large tank capacity and the high pressure through the four nozzles, and the ease of handling with the Fordson Tractor, enabled us to spray the Fair Grounds and Buildings with very little inconvenience to the patrons.

I feel very grateful and the public is much indebted to you for your good work, and I hope your tractor sprayer will meet with the splendid success it deserves.

With many thanks, I am

Yours respectfully,

(Signed) Jerry W. Carter,
State Hotel Commissioner.



Interior Winter Haven C. G. A. Packing House



This picture shows a section of the interior of the packing house of the Winter Haven Citrus Growers' Association, of which Mr. C. W. Barnes is manager. This house constitutes one of the largest and most complete citrus packing plants in Florida and is fitted throughout with labor-saving machinery and devices. The house has two stories. The upper is used for sizing, grading and packing and for the storage of fruit awaiting shipment. The basement is used for washing and drying the fruit and for storing the fruit as it comes from the grove. Each floor is 90 by 300 feet in dimensions. The house contains three complete packing units, two of six car per day capacity and one of eight cars. The output of the house is approximately 500,000 boxes of fruit per season.

Letters from Users of Skinner Peach and Apple Sizing Machinery

Fort Valley, Ga., Feb. 6, '22.

"Have used the Skinner Machinery and grader for the past three seasons in my packing house and it has given me perfect satisfaction. Since installing this machinery I have reduced my labor force considerably, and where the peaches are carefully packed and graded behind the machinery buyers offer from 15c to 25c more per crate than with the old-fashioned hand grading method.

"Would be pleased to show my machinery in operation any time."

Very truly yours,
(Signed) J. H. Allen.

Macon, Ga., Jan. 30, '22.

"I have never had any machinery that gave better satisfaction than the packing house machinery for sizing peaches, installed by your company. I have two of the sizers and they have given perfect satisfaction.

"Before next peach season, please have your man call at my place and look over the machines and see that everything is in working condition."

Very truly yours,
(Signed) Wm. H. Fulton.

(Continued on Page 7)

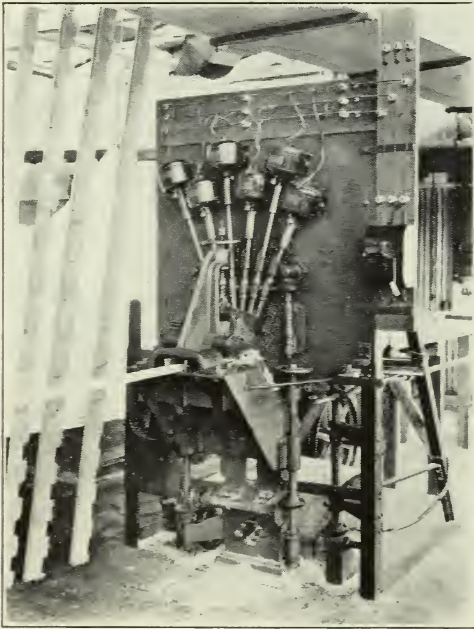


Brush Bar Boring Machine

The illustration shows the brush-bar boring machine used in the Skinner Machinery Company factory for boring brush bars, used in the manufacture of fruit-washing machines, such as Skinner Washer, Parker Washer, Stebler Washer, etc.

This machine is of Skinner design, built entirely in the Skinner Machinery Company shop, with a view to saving labor in the boring of brush bars.

Formerly brush bars were bored on a single spindle boring machine, boring one row of holes at a time, then moving the bar back and boring the next row, etc. With this new machine six rows of holes are bored simultaneously, with six spindles, each of which is driven by an electric



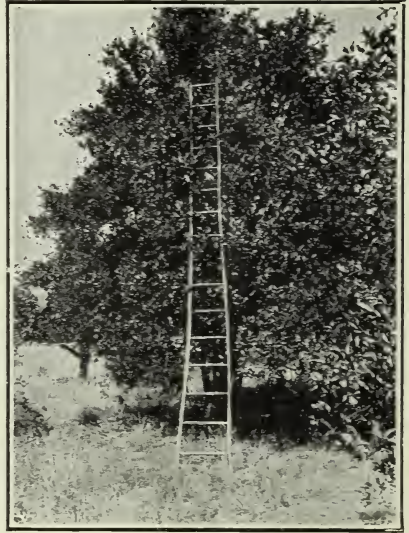
Brush Bar Boring Machine

motor. As the machine has a continuous feed, the bars being fed in and fed through the machine, one after the other, no time is lost in moving the bar back to the starting point, as was the case in the old style machine.

This machine is electrically driven, the feeding mechanism for feeding the bar through the machine, and the mechanism which moves the bit up and down in the wood, is all driven from one motor on the floor in the back of the machine. Each individual spindle is also driven by its own motor, which runs at the speed of 3600 r. p. m., enabling the bit to enter the wood

SKINNER FRUIT PICKING LADDERS

*Strongest
and
Lightest*



SKINNER SPLIT POLE LADDERS

are carefully made from selected cypress wood. Rungs are of selected pine. Furnished from 12 to 40 ft. in length and priced by the foot.

THE COOPER FRUIT WRAP HOLDER

A Packing House Necessity



Holds from one to 1,600 wraps. Attachable on any ordinary paper holding box. Extra needles with every holder. Weight 3 1/4 ozs. Folds up and can be carried in vest pocket. Will last a lifetime.

*Saves Paper
Increases Speed of User*

SKINNER MACHINERY CO.
Dunedin, Fla.



rapidly, thus saving time in making the brush bar.

The machine is equipped with an automatic control which stops the bit from moving up and down when the end of the bar is reached, and starts it again as soon as the new bar has passed the machine far enough so that the holes can be bored into it without splitting out the end of the bar.

Many adjustments are possible on the machine, making it possible to bore bars of different widths and thicknesses.

It is also possible to make any spacing of the holes lengthways of the bars.

The brush-boring machine has demonstrated its labor saving qualities, because more work can be done on it in one hour than could be done in a day with the old style machine, and while the cost of the machine was \$1,600, it will save \$900 a year in labor.

This is just an example of the big saving which can be made with machinery. Machinery used in packing houses also makes for big savings in labor and frequently these savings alone pay for the machines in one or two years.

A QUESTION BOX

We invite our readers to ask us for any information they may want regarding packing house problems. In an early issue we intend to start a question and answer column, and we hope to be able to disseminate a great deal of information in this manner. Don't fail to ask us about anything in connection with packing houses you may want to know.

LETTERS FROM USERS OF SKINNER PEACH AND APPLE PACKING MACHINERY

(Continued from Page 5)

Fort Valley, Ga., Jan. 31, '22.

"I wish to say that I have several of your grading machines in use grading peaches; have had some of them three or four years.

"I find them to be very satisfactory and take pleasure in advising you of this fact."

Yours truly,

(Signed) A. J. Evans.

Lee Pope, Ga., Jan. 29, '22.

"Regarding the Skinner Grading Machine, will say I have had two, and both of them have given entire satisfaction. They enable me to put up a better package and do it cheaper than the old way.

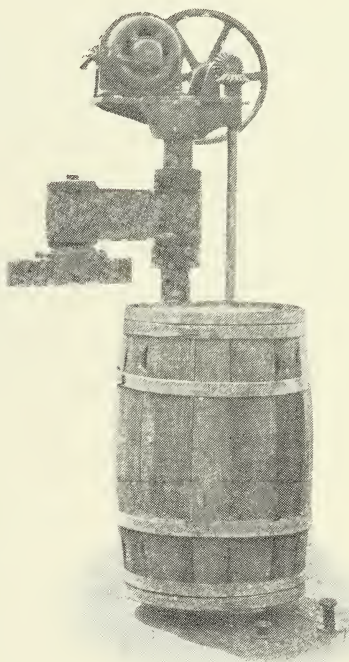
"Anyone contemplating buying a grader should order this machine."

Pearson Bros.

(Signed) J. W. Pearson.

SKINNER HYDRAULIC BARREL PRESS

*Built for Convenience
of Operation*



The Skinner Barrel Heading Press is a big advance in anything of its kind now on the market. It can be used with belt or individual motor. The valve action is built into the main base casting. The pump is attached to machine and is included in the price. Work is controlled by a double foot-pedal action.

Write for Prices

Skinner Machinery Co.

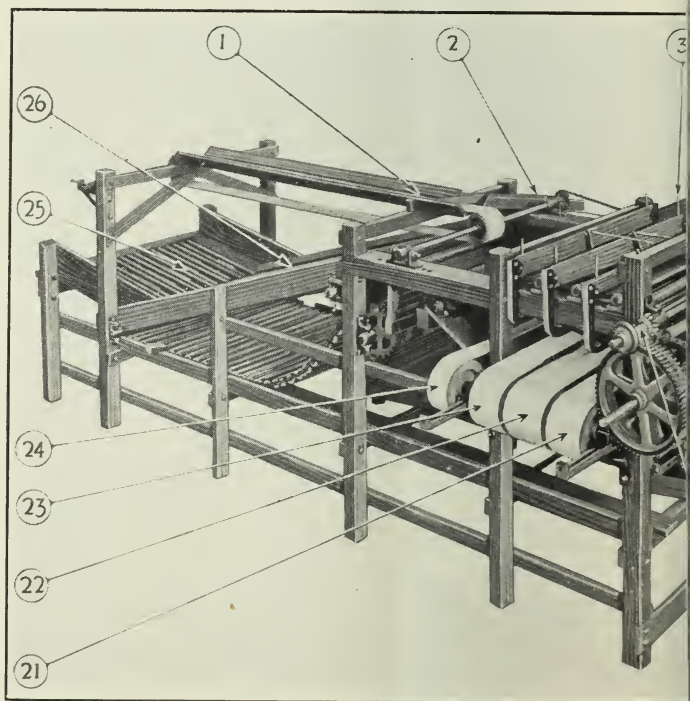
Dunedin, Florida



SKINNER PEACH

A MODEL OF

- 1—cull belt
- 2—discharge chute for culls
- 3—leveling screws to adjust rollers
- 4—hand nut to adjust sizes of first fruit to be separated
- 5—hand nut to regulate “upper” limit of medium size fruit
- 6—hand nut to regulate limit of larger size fruit
- 7—conveyor to dispose of crates and baskets
- 8—sliding guide for fruit
- 9—cranks to control distribution of fruit to packers
- 10—adjustable bin division board to divide bin according to amount of peaches or apples of each grade
- 11—shelf for fruit to be crated
- 12—bin door through which fruit passes
- 13—shelf for holding bushel baskets
- 14—conveyor to dispose of crates and baskets



The salient points in favor of the Skinner Peach and speeds up sorting, means quicker packing, insures clear

WRITE FOR PRICES

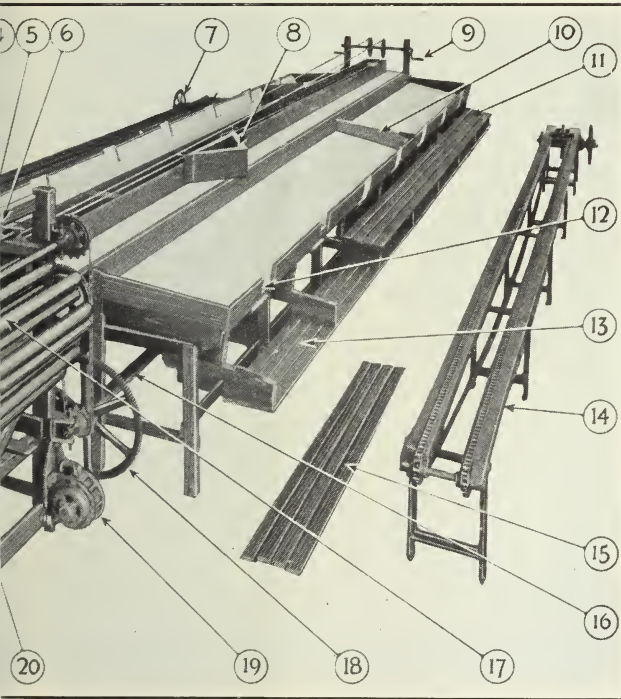
SKINNER MACHINERY COM





and APPLE SIZER

CONVENIENCE



15—upper shelf removed for fruit to be packed in baskets

16—line shaft built into machine entire length of bin to drive distributing belt

17—sizing belt of rollers

18—gear driven by pinion on motor; where motor power is not available gear can be replaced by belt pulley driven from engine or main line shaft

19—individual motor drive

20—change gear to regulate speed of machine

21—distributing belt for largest size fruit

22—distributing belt for medium size fruit.

23—distributing belt for smallest fruit packed

24—belt to dispose of undersize fruit

25—Self-feeding hopper

26—roller grading belt

Apple Sizer are that it saves labor, cuts expense, treat fruit and provides for gentle handling of fruit.

AND PARTICULARS

PANY, DUNEDIN, FLORIDA



BROGDEX REVIEW

*"Fruit to the consumer in as perfect
condition as when it leaves the tree"*

Brogdex is forging ahead. On another page is the announcement of the organization of the Brogdex Company, an eight hundred thousand dollar concern, to take over and continue the work of the Brogden, Ricketts and Haworth Company. This new organization and additional capital was necessitated by the rapid growth of the Brogdex business and the need for immediate expansion.

* * * * *

The opinions of the fruit buyers in the big markets, perhaps, mean more to the success of Brogdex than any other one thing. Brogdex fruit must please the buyer or it could go no further. Letters are received daily at the Florida Brogdex headquarters from fruit brokers expressing their approval of this method.

Showing how positively some fruit buyers are in favor of Brogdex, a Florida shipper recently received a telegram from a fruit broker countermanding an order for a car of fruit unless it was Brogdexed.

Fruit buyers are now demanding that California fruit be Brogdexed, as shown in a letter to the Brogdex headquarters in Los Angeles from a firm in Memphis under date of February 2, as follows:

"We sincerely hope that you will be able to get every packing house in California to use this system, as we have been handling Florida oranges packed under Brogdex system, and it has been very satisfactory. Not only are the oranges arriving to us sound, but we ship them out to the trade and they seem to hold up, and we believe if this system proves satisfactory there will be millions of dollars saved by the shippers, jobbers and retail dealers.

"At times we have almost had to cut out handling California oranges, because they decay so fast. We pack every box sound before it leaves our house, and then at times we have trouble with complaints about oranges arriving in bad condition, which means we have to make allowance and reclamations and lose what little profit we made on them.

"We would like to hear from you as to what success you have had so far in California, and what the result has been in the keeping quality of oranges packed under the Brogdex system. If we find that it proves as successful out there as it has been in Florida we will not buy any oranges except Brogdex."

* * * * *

From the Brogdex offices in Winter Haven, Fla., have gone out hundreds of

comparative samples of Brogdexed and un-Brogdexed fruit to brokers over the country. The following letter was received not long ago from a concern in Philadelphia in answer to an inquiry as to the result of the sample shipment:

"This sample of oranges has been on my desk now for a period of over three weeks, and the temperature of our office is approximately around seventy. My observation is as follows:

"The orange that was not Brogdexed is now in a soft state, the skin showing withered, and, of course, the effects of age. The orange that was Brogdexed shows hard, beautiful lustre and full of life.

"I think this surely has been a good test of your process, and my conclusion is that if the way the sample of your Brogdexed fruit, as outlined above, is any indication of how fruit treated with this process is going to hold up, I will truthfully say that you have a process that is indeed going to be greatly beneficial to the orange and grapefruit industry in the State of Florida, and I want to compliment you on this process, which, to my mind, is indeed a wonderful one.

"If fruit shipped in car lots and treated with this process will hold up as good as the sample which you sent us, then I say again it certainly is a wonderful process and really should revolutionize the citrus industry in the State of Florida.

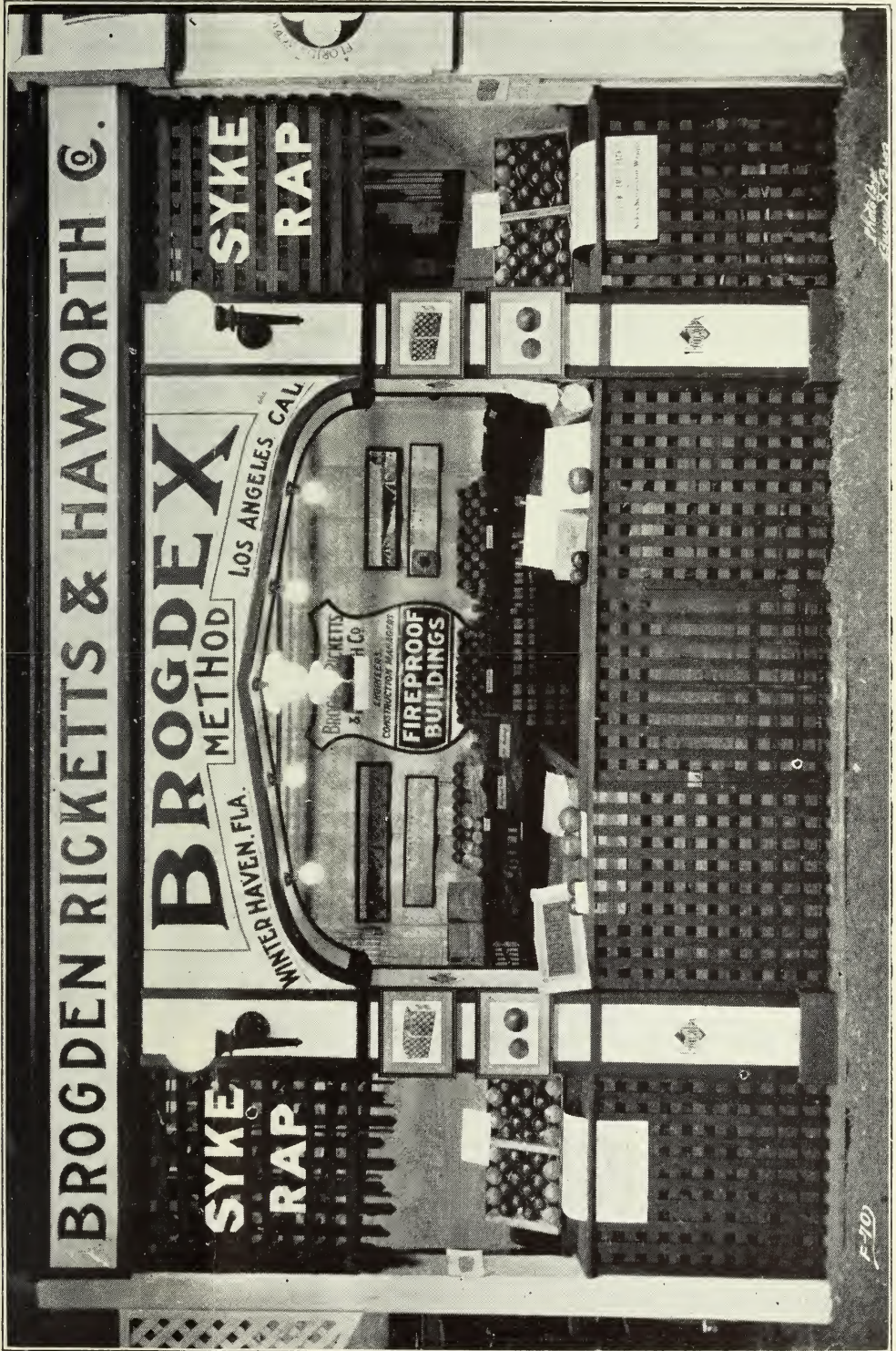
"Wishing you untold success with this wonderful process." etc.

* * * * *

Numerous inquiries are coming into the Brogdex offices at Winter Haven regarding the use of Brogdex on fruits other than citrus. Experiments have been carried on for some time on apples and other fruits and very satisfactory results have been obtained, particularly with apples. It is confidently expected that before another year passes a good percentage of the apple crop of the country will be handled by the Brogdex method.

* * * * *

Reports from California indicate that the Brogdex people in the Pacific Division are extremely busy preparing for the installation of Brogdex units in California packing houses, handling the Syke-Rap and carrying on a great deal of research and experimental work. There has been some delay in getting the Brogdex machinery shipped to California, but this was to be expected with the great amount of work undertaken.



BROGDEN, RICKETTS & HAWORTH CO. BOOTH AT SOUTH FLORIDA FAIR

Brogdex Company Organized

At a meeting held in the Winter Haven offices of the Brogden, Ricketts and Haworth Company recently at which many prominent citrus growers from over the state were in attendance, a new organization was formed, to be known as the Brogdex Company. The new company is capitalized at eight hundred thousand dollars, and as soon as the charter for it has been issued it will absorb the interests of the Brogden, Ricketts and Haworth Company.

On account of the phenomenal growth of the Brogdex business and the enormous amount of new equipment to be placed in packing houses contracting for Brogdex, it became necessary for the Brogden, Ricketts and Haworth Company to seek additional capital, and local men, realizing the worth of Brogdex, proposed the new company and subscribed liberally to its capital stock.

The Brogdex Company will carry on the business of preparing and handling the Brogdex method of handling fruit in the packing house, both in Florida and California; it will own the Sykes patents covering the Syke-Rap, and will also own the Mack patents, recently acquired by Brogden, Ricketts and Haworth Company, covering the new individual fruit stamping machine.

An interesting display of Brogdexed fruit was shown at the organization meeting, including numerous boxes of oranges and grapefruit shipped at various dates from many of the packing houses in Florida using Brogdex to different northern markets by freight, and returned to Winter Haven by express. A great deal of the fruit on display was over sixty days old and looked just as fresh as the day it was picked.

The Brogdex system, which was originated by the Brogden, Ricketts and Haworth Company, chemists and engineers, and operated by them during the past season, is thoroughly protected under the patent laws, several patents having been acquired by purchase and others are now being negotiated for. In addition, about twenty applications have been filed or are now being prepared for filing on mechanical and chemical matters relating to the Brogdex method of handling fruits, and there are a number of additional applications to be prepared and filed covering further improvements in the near future. Contracts have been signed which tie to the Brogdex method, in a cooperative and protective way, some fifty to seventy-five additional patents relating to various machines, methods and devices which are correlated to the Brogdex method.

It is the intention of the Brogdex Company to make their position more impreg-

nable by continuing to invent, trade for or acquire by purchase such other things as will further strengthen and give additional insurance and value to the Brogdex method.

Among other things recently developed by Brogden, Ricketts and Haworth Company is a Brogdex method which apparently works on apples just as successfully as the Brogdex method works on citrus fruit.

NEWS NOTES

Mr. E. M. Brogden returned to Florida from California on February 3 and will go back to California at the end of the month. After his return to California again Mr. Brogden will visit Oregon and Washington to confer with the apple people regarding the Brogdex method for handling apples.

The California Fig Growers' Association has placed an order for the Syke-Rap to use in shipping fresh figs to the Eastern markets. It is interesting to note that this is the only system by which fresh figs can be successfully shipped to long-distance markets.

R. S. Woolford, writing in the Florida Grower on the Machinery Building at the South Florida Fair, had the following to say:

The Brogden, Ricketts & Haworth booth, displaying the Brogdex method of treating fruit so as to dispense with pre-cooling and refrigeration, was one of the most attractive booths in the hall. This booth also contained a Syke-Rap exhibit, the economical and sanitary method of packing fruit.

From Fort Myers Tropical News:

In connection with the article published elsewhere in this issue regarding the new method of preserving citrus fruits for market known as "Brogdex," it will be of interest to note that the Alva Citrus Packing Association won the first prize last week at the fair "Brogdexed" their exhibit of fruit.

BROGDEx DIES

Here is a picture of the Brogdex pup, as promised in our last issue. We are sorry to have to announce, however, that since this picture was taken Brogdex was killed through coming in too close contact with the wheels of an automobile just outside the Brogdex factory in Winter Haven.

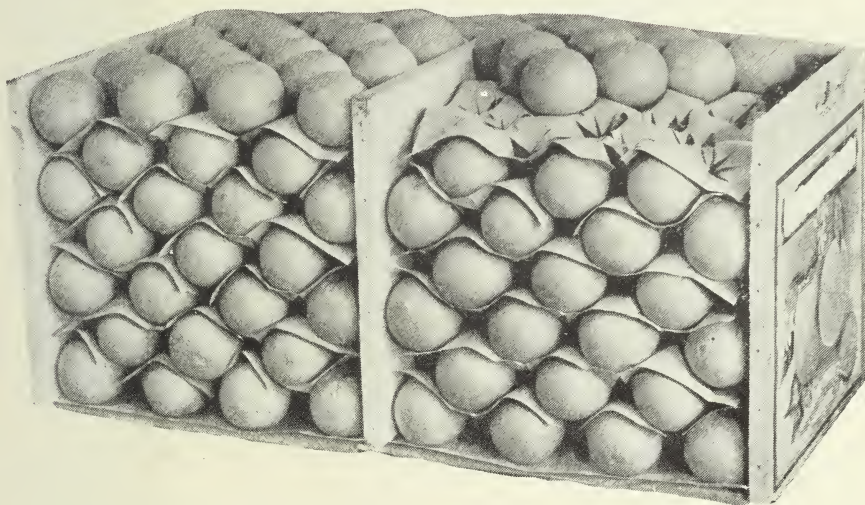




SYKE - RAP

The Sanitary Pack

Economical - Practical - Correct



Syke-Rap has many favorable features and means a great saving in packing cost wherever it is used. The wrap costs less than half the present price of tissue and three cars of fruit can be packed under the Syke-Rap in the time it takes to pack two cars by the ordinary method.

Brogdex Fruit Branding Machine

The Brogdex Fruit Branding Machine was invented by a famous western engineer and inventor and perfected by Brogden, Ricketts and Haworth Company. It has proven very satisfactory for use on citrus fruits and will be available for use in the near future.

CHECK, CLIP AND MAIL TO
Brogdex Company
Winter Haven, Fla.

I am interested in:

- Brogdex Method of handling fruit.
- The Syke-Rap.
- The Brogdex Branding Machine.
- Packing House Construction.

Name

Address

.....
This will bring you complete and detailed information.



MISFORTUNE INDEED!

The Florida Chief in a recent issue, under the heading "California's Misfortune," wrote of the frost damage to the citrus crop in the Pacific state and mentioned the "Sinkist Advertising." It is natural to presume that this was a typographical error, or it might better have charged the famous California Citrus Exchange trade name to Coldkist. If the Chief meant what it printed, then indeed are the California growers out of luck.

BOLSHEVIKS AND RACERS

Headlines in the Fruitman's Guide: "Carrots Rather Quiet"; "Onions Lose Momentum." Evidently the carrots are "Reds" and the onions had been running strong.

OVERHEARD AT THE BROGDEX BOOTH AT THE FAIR

A Lady: "Oh, see! That's the new kind of fertilizer they're putting out."

Another Lady: "Is it embalmed?"

Third Lady: "Do you puncture them?"

Man to his wife (presumably): "Get out the dictionary when you get home and see what that word Brogdexed means."

Nice Lady: "I believe they're crazy in there."

WHAT COULD HE SAY

Boss: "You never met my wife?"

Secretary: "No; I never had the pleasure."

Boss: "What makes you think it's a pleasure?"—Pictorial Review.

FIFTY-FIFTY

A young fellow wrote to a firm in a New England town which was selling razors at fifty cents each. This is the style of his letter:

"Please send one of your razors, for which I enclose P. O. for fifty cents.

"P. S.—I have forgotten to enclose the fifty cents, but no doubt a firm of your standing will send one."

They replied:

"We beg to acknowledge your esteemed order, and have pleasure in sending the razor, which we trust you will like.

"P. S.—We have forgotten to enclose the razor, but no doubt a fellow with your cheek won't need one."—Pictorial Review.

NEW DRUGGING METHOD

Physician: "This man's condition is not due to drink. He's been drugged."

Policeman (turning pale and speaking timidly): "I'm afraid you're right, sir. I drugged him all the way—a matter of a hundred yards or more."—Pearson's Weekly.

HE KNEW

The class in natural history was reciting. Finally the teacher asked: "Where is the home of the swallow?"

Long silence, then a hand waved.

"Robert, you may answer."

"The home of the swallow," declared Robert seriously, "is in the stumick."—American Druggist.

NO REASON TO

The preacher was out on the links and thought a small moral lesson might not be amiss.

"I notice," he remarked mildly, "that the players who get the lowest scores are not those who swear."

"Why the hell should they?" snorted the gloomy golfer as he dug up another slice of turf.—American Legion Weekly.

NEWS NOTES

Mr. Case, of the Sodus Fruit Farm, with three of his New York friends, was a visitor at the Skinner Machinery factory on February 14 to look over apple packing machinery. The Sodus Fruit Farm, of Sodus, New York, has ordered a complete apple packing outfit.

The Skinner Machinery Company had an exhibit of fruit packing machinery and a demonstration of the new tractor sprayer at the Mid-Winter Sub-Tropical Fair held in Orlando, Florida, from February 13 to 18, under the efficient management of Mr. R. C. Allen.

An illustrated article, entitled "A Modern Packing House in Which Machinery Does the Work," by B. C. Skinner, appeared in the February number of The Fruit World, which is published in South Bend, Indiana.

FACTORY NOTES

The work of getting the Packing House News into the mail has made it necessary to have additional help, so Mr. Preston Bishop, son of Mr. G. W. Bishop, of the Drafting Department, has been added to the office force, working after school and Saturdays.

During the South Florida Fair at Tampa a several of the men from the office and factory were present at the Company booths. Mr. Hatch, of the engineering department, spending most of his time there demonstrating the Skinner peach and apple sizer.



EVERYTHING FOR THE PACKING HOUSE

- Apple Machinery
- Automatic Box Dumping Machine
- Bags, Picking
- Barrel Heading Press
- Bates Steel Mule
- Bearings
- Bearings, Ball
- Belting
- Belts, Conveyor
- Belt Supplies
- Blowers
- Box Conveyors
- Box Dumping Machines
- Box Elevator
- Box Hatchets
- Box Machines
- Box Material Conveyor
- Box Maker's Bench
- Box-Nailing Machine
- Box, Press
- Brushes
- Car Movers
- Car Squeeze
- Citrus Machinery
- Clamp Trucks
- Coke Heaters
- Conveyors, Box
- Cucumber Machinery
- Conveyors, Drip
- Crate-Material Elevator
- Drip Conveyor
- Dryers
- Electric Generators
- Electric Motors
- Electric Winding Engine
- Elevating Sprinklers
- Elevators, Platform
- Empty-Box Elevator
- Engines, Gasoline
- Engines, Kerosene
- Engines, Spray
- Fan Ventilating
- “Friend” Spray-Gun
- “Friend” Sprayers
- “Friend” Spraying Specialties
- Gang Plank
- Generators
- Grading Belt, Canvas
- Grading Belt, Rollers
- Grapefruit Packs and Sizes
- Hatchets, Box
- Heating Systems for Drying
- Hose, Spray
- Housings
- Hydraulic Barrel Press
- Ladders
- Lighting Generators
- Machinery, Special Manufacture
- Motors
- Miami Trailers
- Morgan Box Machines
- Movers, Car
- Nailing Machines
- Nail Strippers
- Onion Machinery
- Orange Packs and Sizes
- Packing House Plans
- Packing House Pumps
- Packs and Sizes, Oranges and Grapefruit
- Paper Holders
- Parker Box Machine
- Peach Machinery
- Pear Machinery
- Picking Bags
- Picking Ladders
- Plans, Packing House
- Platform Elevator
- Polishers
- Pulleys
- Pumps, Packing House
- Pumps, Spray
- Reels, Strapping
- Repair Parts
- Repairs and Service
- Re-Weighing Machine
- Scales
- Service and Repairs
- Sizers
- Soaking Tank
- Special Bearings
- Special-Made Machinery
- Spray Engines
- Spray Hose
- Spray Outfits
- Spray Pumps
- Spray Guns
- Spray Pumps, Fittings
- Sprayers, Tractor
- Sprinkler Elevators
- Sprinklers
- Squeeze, Car
- Strapping Reel
- Sprocket Wheels
- Sprocket Chain
- Tomato Machinery
- Transmissions
- Tractors, Avery
- Tractors, Bates Steel Mule
- Tractor Sprayers
- Trailers, Miami
- Trucks, Clamp
- Trucks, 4-Wheel
- Washer Brushes
- Washers
- Weighing Machines
- Winding Engine for Elevators

Check the item in which you are interested in this list. Use the coupon on next page.

SKINNER MACHINERY CO.
“SATISFACTION GUARANTEED”
Packing House Equipment
DUNEDIN, FLORIDA



SAVE TIME—CHECK HERE

Check the items in which you are interested. Tear off this page and return to the Skinner Machinery Company, Dunedin, Florida.

—Send the Skinner Catalogue. —Be sure my name is on your list.
Send special literature regarding: Capacity of our packing plant

—Sizers is cars a day.

—Polishers (Send floor space if possible.)

—Coke Heaters We have an orchard with trees.

—Trucks

—Supplies We grow

—Dryers

—Sprayers (mention fruits grown.)

We are especially interested in:

Send us:

Ship via:

Send the Skinner Packing House News to:

WRITE PLAINLY

Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly.

Postmaster: In case this magazine is not delivered, please return to the Skinner Machinery Co., Dunedin, Fla. Return postage guaranteed.

1c PAID
Dunedin, Florida
Permit No. 1

To



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PA



Skinner

Packing House News

A Monthly Publication Devoted to Fruit Packing Houses and Allied Interests



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 SEP 14 1926

VOLUME 1

APRIL 1922

UNIVERSITY OF ILLINOIS
NUMBER 4



COKE HEATERS IN BUCKEYE NURSERY GROVE NEAR WINTER HAVEN, FLORIDA



Published by
SKINNER MACHINERY COMPANY
World's Largest Makers of
FRUIT PACKING EQUIPMENT
DUNEDIN, FLORIDA



Skinner Packing House News



A Monthly Publication Devoted to Fruit Packing Houses and Allied Interests.

Published By

SKINNER MACHINERY CO.,

Dunedin,

Florida.

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Skinner Machinery Co.

SUBSCRIPTION RATES:

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Single Copy15

CHANGE OF ADDRESS

Change of address should be reported promptly.
Give new and old address.

Volume I.

April, 1922.

Number 4.

There seems to be plenty of testimony to refute the saying that there is no sentiment in business for, say what you will, business men are human and they have found, even in purely business transactions, that it pays to let the human touch enter in. A smile has often been the turning point in making a sale, and a pleasant word has frequently changed a prospect's mind into a favorable channel. Even a dun may be so courteously worded that it acts upon the conscience of the recipient and makes him come across with a check. Roger W. Babson had the following to say recently concerning hospitality in business, and it hits the nail so squarely on the head that we pass it on to our readers:

"Hospitality is the one thing which is unlimited in supply, can be manufactured from nothing and without expense, is in great demand and yields huge profits. An analysis of failure statistics would indicate that more men have gone bankrupt from lack of hospitality than from any other factor, while more men have been successful from developing hospitality than from any other one factor. Hospitality is a commodity, more sought for than any other commodity, and yet can be procured and delivered by anyone. Yes, hospitality is not only the great factor in production, distribution and consumption, but is the greatest money-maker that we know of today."

"The real assets possessed by our captains of industry are the so-called intangible assets, among which are thoughtfulness, kindness, sympathy, hopefulness, all of which could be summed up in the one word, hospitality."

MEN ARE MEN

Business is business, but men are men,
Working, loving and dreaming;
Toiling with hammer, brush or pen,
Roistering, planning, scheming.

Business is business, but he's a fool
Whose business has gone to smother
His faith in men and the golden rule,
His love for friend and brother.

Business is business, but life is life,
Though we're all in the game to win it;
Let's rest sometimes from the heat and strife
And try to be friends a minute.

Let's seek to be comrades, now and then,
And slip from our golden tether;
Business is business, but men are men,
And we're all good pals together.
—Anonymous, from "Tips."



A NOTE FROM THE EDITOR

We had our picture taken recently right in the act, as you will notice, of writing copy for the News, using ye hunt and peck system. The perspiration comes from the effort required to think up something entertaining for our readers every month, and the smile is the result of the happy thought that we would tell you our troubles. The idea is this: The News goes to over ten thousand readers every month, and we imagine that some of them must have an opinion as to what they would like to see in its pages. We want you to write us and give us your ideas; tell us what articles you would like to see; what pictures would interest you; what subjects you would like to have discussed, or what news items would appeal to your idea of the fitness of things. Our question and answer department will be started at an early date, and we want at least five thousand problems from perplexed fruit growers and packers to solve. This applies to readers from every part of the country. Later on we will print another picture of the editor, and we hope to be justified in placing a large filing cabinet alongside of the typewriter.



SKINNER TRACTOR SPRAYER

Eliminates Usual Spray Troubles

Pump Guaranteed for Five Years

The Skinner Tractor Sprayer has met with great favor among those who have had an opportunity of testing its qualities. Prospective purchasers will be interested in knowing of an endurance test to which the sprayer pump was put recently. The pump used in this test was connected to a motor and operated against 300 pounds pressure continuously until it had pumped 300,000 gallons. The discharge rate was slightly over twenty gallons per minute. The solution pumped was a concentrated mixture of lime-sulphur solution and arsenate of lead. The pump seemed none the worse for its many hours of steady work.

Henry Ford Purchases Skinner Tractor Sprayer

Henry Ford
No 3498
Mar 21 1922 191

MAIL INVOICE TO
E. G. LIEHOLD
FORD MOTOR CO.
DETROIT

PURCHASE ORDER
DETROIT MICH

To Skinner Machinery Company
Dunedin Florida

PLEASE DELIVER THE FOLLOWING TO
Henry Ford
Dearborn Michigan

NOTICE:
PUT ORDER NUMBER ON INVOICE

Tractor Spray Outfit, complete with two lines of hose and
two guns and accessories, all necessary connections, valves,
gauges, etc., except pump

Delivery, two weeks.

CHARGE TO
Henry Ford
Per *E. G. Liehold*

ORDERED FOR
farm

Write for Prices and Detailed Information
SKINNER MACHINERY COMPANY
DUNEDIN, FLORIDA



CORNER OF SKINNER MACHINERY COMPANY'S OFFICE

PEACH BLOSSOM FESTIVAL AT FORT VALLEY

Fort Valley, Georgia, on March 14 was the scene of the first Peach Blossom Festival ever held in the state, to which were attracted over ten thousand people from all parts of Georgia and other states.

The orchards were in full bloom and the rich coloring of the delicate blossoms in contrast to the broad sweep of rolling green country provided an exquisite setting for this festival in the center of the greatest peach producing section of the world.

Features of the day were the crowning of the king and queen of the festival, an ancient Japanese play, speeches by prominent people, including Governor Thomas W. Hardwick, and a barbecue.

The barbecue started at 12 o'clock and was spread on a mile of tables which groaned under ten thousand pounds of edibles. The amount of food served may be judged from the fact that 103 hogs, 5 cattle and 5 sheep were cooked for the occasion and 2,000 large loaves of bread were used. The Shriners' Band and the Six Society Syncopators of Macon furnished music during the meal.

Speeches followed the barbecue, the chief address being made by the Governor. He praised Fort Valley for her wonderful peach industry and Georgia for her people.

He stated that Georgia could be separated from the rest of the world and still prosper, having plenty to eat and drink.

The crowning of the king and queen and the Japanese masque were the outstanding events and they were witnessed by a huge crowd. The stage was a smooth grass lawn with pines furnishing the background. The brilliant costumes of the participants and the beautiful peach blossom decorations made a gorgeous spectacle which will be long remembered by everyone present.

Traffic during the day was regulated by the American Legion. Numerous motion picture cameras were operated from the tops of buildings. The festivities took place in Oakland Heights Park.

Fort Valley plans to have the Peach Blossom Festival take its place among the carnivals of the nation, such as the Mardi Gras at New Orleans, the Carnival of Roses at San Diego and the Gasparilla Carnival at Tampa.

The idea this year originated with the community service, but practically every man and woman in Fort Valley had a part in the presentations for the day.

Duplicate Copies

If anyone received duplicate copies of the Packing House News we would appreciate being notified of this fact.



SKINNER SCUFFLE HOE

A Better Tool for Garden, Grove and Field



Quicker Work

Less Labor

HERE'S A HOE that does faster, easier, cleaner work than any hoe you ever handled.

Works forward and backward without lifting so you can cover a lot of ground quickly. The ordinary hoe only **cuts** weeds in one small spot. The **SKINNER SCUFFLE HOE** weeds and cultivates at the same time leaving a dandy mulch, and each stroke covers a strip of twelve inches wide and three feet long. It goes close to plants and roots without danger of injury, because it works near the surface.

"The Reeves"

VARIABLE SPEED TRANSMISSION

IF YOU WANT

HIGH SPEED—

MEDIUM SPEED—

SLOW SPEED—

ANY IN BETWEEN SPEED—

at any time on any of your fruit packing machinery—your only positive solution is

THE "REEVES" VARIABLE SPEED TRANSMISSION

It doesn't matter how slow you want to drive your machinery to balance up the packing or how fast the machinery should be driven to speed up after regulating the flow of fruit—"The Reeves" Transmission is right there at the right time with the right speed.

Write for detailed information

Skinner Machinery Company
Dunedin, Florida



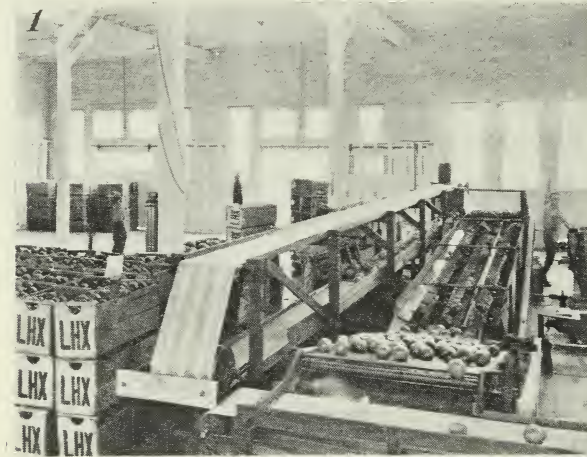
IN A MODERN CITRUS PACKING HOUSE

In a modern citrus packing house practically every operation is done by machinery from the time the oranges, grapefruit or tangerines enter the door from the groves until it is placed in the waiting cars alongside the shipping platform, ready packed for market.

The speed and thoroughness with which citrus fruit is handled by mechanical methods in the modern house insures cleanliness and excellent sanitary conditions and makes as little delay as is humanly possi-

ers' Association packing house is a model plant from every standpoint, and is known as one of the most complete and up-to-date houses in the state.

Picture No. 1 shows the entrance door, storage space for incoming fruit, and fruit in field crates awaiting its turn to be packed. Note the L. H. X. identification mark for Lake Hamilton Exchange on the ends of the field boxes. The fruit is carried in these boxes from the grove to the packing house by auto truck. The first operation is that of dumping the fruit—which happens to be grapefruit in these pictures—on to the canvas dumping belt, which carries it on to the roller sprinkler, the discharge end only of which may be noted in the illustration. Next the fruit comes through a Skinner Washer, which is plainly shown, and from it over a roller elevator on to a canvas conveyor to the dryer.

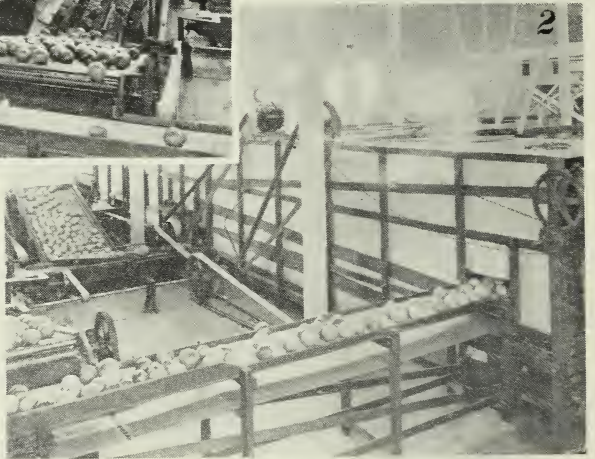


ble between the time the fruit is picked until it reaches the markets.

It is a well known fact that Florida is way ahead of any other place in the world in its methods of packing citrus fruit for shipment. In no other state or country is the preparation of fruit for marketing developed to such a high degree or is so much care taken in the washing, grading and sizing of the fruit so as to make it presentable for and easily handled on the market.

A trip through a well appointed citrus packing house has much of interest for the visitor, especially if that visitor is not familiar with modern methods of handling citrus fruits in the packing house.

The illustrations on these pages were taken in the packing house of the Lake Hamilton Citrus Growers' Association at Lake Hamilton, Florida, and show the passage of the fruit from the entering door, through the various operations of packing, to the nailing down of the box lid preparatory to placing in the cars for shipment. The Lake Hamilton Citrus Grow-



In No. 1 the fruit has been thoroughly washed to remove dirt and marks from insects or spraying. Some houses use a water-soaking tank in place of the roller sprinkler. The washer is a Skinner three-roll type and is 16 feet long. The pipes running up and down extending lengthwise of the washer force a continual spray of water on the fruit as it is being scrubbed gently by the roller brushes, rinsing the fruit continuously.

Picture No. 2 shows a forty-foot Skinner Quadruplex Dryer, through which the fruit passes on roller conveyors four times. The fruit is seen in the front of the picture continuing on the canvas conveyor from Pic-

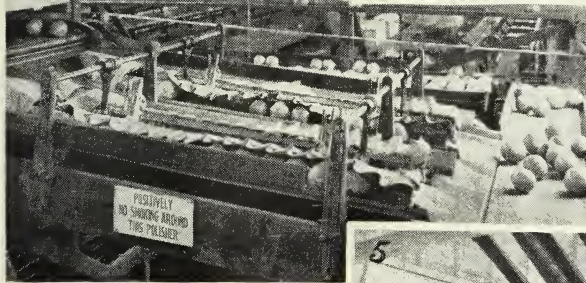
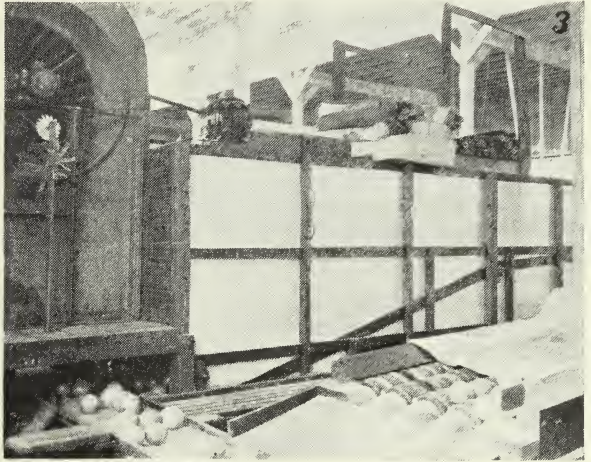


ture No. 1 into the dryer. The fruit makes three trips through the length of the dryer and then passes out and up a roller elevator to the Brogdex Applicator as shown in the left back corner of the illustration. The fruit is dried by the circulation of air down through the successive layers of fruit in the dryer.

Picture No. 3 shows the fruit coming from the Brogdex Applicator—shown plainly in the lower right corner—and into the dryer for its fourth trip through the length of it. No. 3 also shows the big fan which circulates air in the dryer.

Picture No. 4 shows the fruit coming from the dryer

press the boxes are carried via Skinner Clamp Trucks to cars at the shipping platform. At the top of this picture is shown an empty box chute on which the boxes—which are made and labeled on the mezzanine floor—are carried to the packers.



Much attention is paid in the design and construction of the modern citrus packing house to favorable working conditions. Note in Picture No. 5 how well lighted and ventilated this plant is.

Nearly all of the newer

on to a four-roll Skinner Polisher, where the fruit is given the finishing touch preparatory to wrapping and packing. From the polisher the fruit passes on a cross conveyor to the grading belt, where culls and unsalable fruits are picked out. From the grading belt the fruit is carried by belt conveyor on to a Stebler Quick Change Sizer, which sizes the fruit and distributes it into the packing bins. Note cull conveyor over grading belt.

Picture No. 5 shows the sizer and packing bins and the fruit being wrapped and packed. From the packers the packed boxes go on Skinner automatic box conveyors to the box press, where the lids are nailed on, as shown in the lower left corner of the picture. A Barron Nail Stripper is shown at the left of the box nailer. From the box

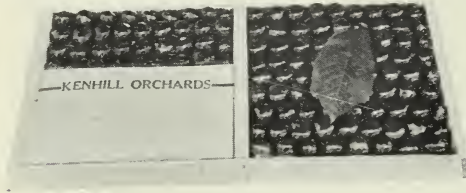


citrus packing plants in Florida are fire-proof structures and every precaution is taken to prevent fires, as the loss of a packing house during a busy shipping season would badly cripple the growers or organization.



CALIFORNIA CHERRIES

The cherries shown in these pictures were grown in Beaumont, Southern California. This district is a half mile above sea level and it is said to be the best natural cherry growing district in the state. It is too high by a thousand feet for growing citrus, but seems to be ideal for apples, pears, peaches, plums, apricots, prunes, grapes and cherries.



Cherries Packed for Shipping

These cherries are the famous "Bing" variety. They are sweet, grow very large and are the very best shippers. From eleven to twelve of these cherries, laid side by side, will measure a foot and weigh about four ounces, or from forty to forty-four to the pound, and measure three inches in circumference.



Eleven Cherries Make a Foot

One picture is a fancy pack, packed by an individual grower, who takes great pride and pains in putting up these packs, and for which he gets fancy prices.

The first picture is an excellent illustration of well graded and packed fruit, and shows the sales appeal of fruit carefully packed. Fruit growers everywhere are more and more realizing that it pays to clean, sort, grade and attractively pack their products.

COVER PICTURE

Our cover picture this month shows Skinner Coke Heaters in a grove of the well known Buckeye Nurseries near Winter Haven, Florida. Coke heaters in a grove are an effective insurance against damage by frost, and wise citrus growers who have learned the wisdom of preparedness are providing themselves with coke heaters against future invasion by cold weather. For many years oil was the common fuel for orchard and grove heating, but in recent years it has been demonstrated that coke is far superior and that the coke heater has many advantages over the oil heater. The relatively small cost of the coke heater makes it possible for even the small grove owner to protect his trees against damage from frost.

SKINNER COKE HEATERS

Effective and Economical

Let the profits of this year protect next year's crop. Purchase coke heaters and secure your grove against damage by frost, which is bound to occur every few years. Ask us to explain to you why coke is better than oil for orchard heating purposes.

Protect Your

Trees
Buds
Blossoms
Fruit

Against Freezing
30 ins. high
12 ins. diameter
Quickly lighted



A pronounced improvement on the old style oil heaters.
For further information write

SKINNER MACHINERY CO.,
Dunedin, Florida.

ORDER EARLY

Don't wait until the last minute to place your order for new fruit packing equipment or you may be left unprepared on the opening day of next year's shipping season. The Skinner Machinery Company is increasing its facilities and is working to the limit of its capacity to care for the unprecedented demand for fruit packing machinery this year. Early orders are invariably given preference. Get your order placed now and insure delivery in time to take care of early shipments of fruit next season.

NEWS AND FACTORY NOTES

Mr. R. B. Ballard is now in charge of the Skinner Machinery Company foundry.

Mrs. A. Weller has been added to the Skinner Machinery Company office force as filing clerk.

Mr. A. H. Leonard, of Winter Haven, has just started using his Skinner Sprayer, purchased two weeks ago.

Mr. G. A. Hoover has been added to the engineering department of the Skinner Machinery Company as draftsman.

Mr. E. N. Maull, well known to the citrus fruit packers of Florida, is representing the Skinner Machinery Company in Florida. He has recently secured several large contracts for fruit packing units to be installed in Orange and Lake counties.

Mr. F. M. Stevens who has been in California assisting in the installation of Brogdex machinery, has just returned to Florida. He reports Brogdex being received with considerable favor in California and that first shipments of Brogdex fruit from that state have shown the great value of the Brogdex Method.

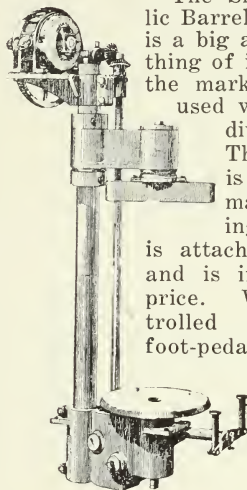
Mr. A. M. O'Quinn left Valencia, Spain, for the United States recently. He will go direct from New York to Arkansas to interest peach growers in that state in Skinner Peach Grading Machines. Mr. O'Quinn has been to Jaffa, Palestine, where he installed a Skinner packing outfit for the American Fruit Growers of Palentine.

An addition is being built to the Skinner Machinery Company factory measuring 90 by 151 feet, and an addition to the office of 33 by 45 feet. These additions are expected to be completed about the first week in May and they will bring the total space covered by the plant up to nearly two acres. The new additions will be equipped with automatic sprinkler system for fire protection, as is the rest of the factory.

The Skinner Machinery Company received an order a short time ago for a three thousand dollar cucumber packing outfit to be shipped to North Carolina. This order resulted from cucumber growers coming to Florida and noticing the modern packing houses in this state and the very efficient manner in which fruit and vegetables here are packed by machinery. They figured they could save money and make money by packing their cucumbers with the aid of machinery, so they called on the Skinner Machinery Company and ordered equipment shipped to their home state.

SKINNER HYDRAULIC BARREL HEADING PRESS

*Built for
Convenience of Operation*



The Skinner Hydraulic Barrel Heading Press is a big advance in anything of its kind now on the market. It can be used with belt or individual motor. The valve action is built into the main base casting. The pump is attached to machine and is included in the price. Work is controlled by a double foot-pedal action.

*Write for further
Information*

**SKINNER MACHINERY CO.,
Dunedin, Fla.**

The COOPER FRUIT WRAP HOLDER



Holds up to 1,600 wraps. Attachable on any ordinary paper holding box. Weight 3 1/4 ozs. Folds up and can be carried in vest pocket. Will last a lifetime.

**SKINNER MACHINERY CO.,
Dunedin, Florida**

Cleaner fruit, brighter color, and more economical cost always follows the use of

Wyandotte
Sanitary
Cleaner and Cleanser

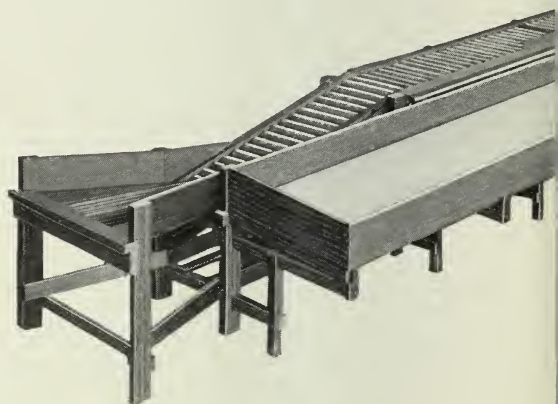
for washing citrus fruits. Order from

**SKINNER MACHINERY CO.,
Dunedin, Florida**

SKINNER VEGET

*Labor
Built to Se*

Skinner Vegetable graders will save an endless amount of labor in a packing house and will increase the efficiency of the packers. The saving in trucking and the better appearance of the pack when handled from a Skinner Grader will soon equal the cost of the machine.



Skinner Tomato Grader with Overhand

SKINNER TOMATO GRADER

In designing the tomato grader the Skinner Machinery Company had three points in mind primarily: (a) A conveyor of the produce, enabling the truckers to unload at one point and supply all graders and packers with vegetables without having to cart them the full length of the bins; (b) thorough turning and spreading of the tomatoes to show all parts to the graders so that no defects will escape their eyes; (c) a regulated supply of vegetables to the graders so that each one has just the right amount to enable him to produce a maximum output.

Additional advantages come from having well constructed bins of the proper size; from equipping the machine with gates which open and close, permitting the foreman to place the crops belonging to different individuals at will, and from the slat bottom of the hopper and the open nature of the roller belt, so that most of the trash and dirt is gone before the tomatoes reach the graders.



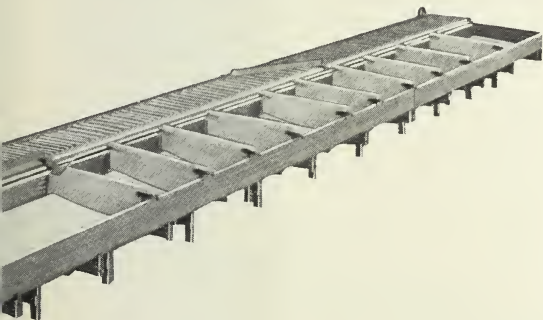
WRITE FOR PRICE

SKINNER MACHINERY CO.

VEGETABLE GRADERS

Savers

Ve and Last



Skinner Vegetable graders have the same sturdy construction as all other Skinner Machines, and with ordinary care will give a lifetime of constant service. Vegetables are gently handled by these machines and will not become bruised in traveling over the grading rollers.

Bin—Also Used for Other Vegetables

SKINNER CUCUMBER GRADER

This machine consists of a canvas conveying belt 36 inches wide and 30 feet long. A nosing down the middle divides the belt into two equal runs. A hopper dumps the cucumbers on one of the runs. The graders work from this side. The other run is divided again into two runs, one being used for choice cucumbers and the other for culls.

Half of the 30-foot conveyor is used for grading and the rest distributes vegetables to the packing bins which are arranged on either side of the belt. Movable gates enable the foreman to distribute cucumbers into the bins at any desired point, thus obtaining uniform distribution among the packers.

A large bin at the end of the machine opposite the hopper receives the culls which have been placed on the middle run of the conveyor by the graders.

The bins are of the standard citrus type. The height to the top of the canvas conveyor is 40 inches. Machines can be operated with motor attached or from belt drive from line shaft.

AND PARTICULARS

PANY, DUNEDIN, FLORIDA



PRECOOLING AND PACKING PLANT

of The

Sanford Farmers Exchange

By Riley M. Fletcher Berry

On February 2nd of this year one of the biggest and most important Florida projects yet undertaken began activities at Sanford: the pre-cooling and packing plant of the Sanford Farmers' Exchange. And already, in the two short months of its existence, it has demonstrated its wonderful possibilities, since the quotations of its pre-cooled celery in the daily market reports are higher than those of all other shipments of celery.

The plant, which was erected at a cost of over \$100,000, is located on a spur of

ers' Exchange evidence the difference in their methods and their wisdom by pooling their products, cutting their celery in the field, having it hauled in field crates on trucks to the pre-cooling plant and there washed and packed under the Stag brand of the Sanford Farmers' Exchange before pre-cooling and shipping in refrigerator cars. (The plant manufactures its own ice for icing cars.)

On arrival at the plant the celery is taken from the field crates, washed, stripped, packed and sent on conveyors to the



Plant of Sanford Farmers Exchange—300 Feet in Length

the A. C. L. R. R., about four miles east of Sanford, the structure occupying part of nine acres of land purchased for this purpose by the Sanford Farmers' Exchange, and is the first of its kind not only in Florida, but in the world. For, while some pre-cooling of vegetables has been done in a limited way in the past, this plant is unique in plans, machinery and accomplishment. For instance, whereas heretofore in the few attempts made it has required twelve hours to pre-cool celery, it requires but an hour and a half at the Sanford Farmers' Exchange plant—because of special methods and machinery invented and developed for this particular plant—to pre-cool a whole car of celery.

Congratulations and credit are due the members of the Sanford Farmers' Exchange as pioneers in this type of agricultural industry; for daring to do "something different." Heretofore Sanford farmers have shipped individual packs and have had their celery both cut and put up in the field. The members of the Sanford Farm-

pre-cooler; the brand is affixed, and from there—again on automatic conveyors—the finished crates go to the iced cars waiting alongside the platform on which the conveyors run.

At present the capacity of the plant is sixteen cars per day and about one hundred and twenty men and women are employed, but the plant and equipment are such that at any time the capacity of the plant and number of employees can be increased without inconvenience.

After the celery season is over the plant will take care of the pepper and sweet corn crops of its members.

The following is from the Journal and Stock List of Joseph T. Ryerson & Son:

"The Skinner Machinery Company, of Dunedin, Florida, the world's largest makers of packing equipment, are issuing a very interesting house organ circulating to their employees and customers. The magazine dwells largely upon suggestions and methods for handling and packing fruit."



Peach Blooming Time in Michigan Being Advertised

We notice from a recent issue of the Packer that the peach blooming time in Michigan is to be advertised. This came about because a visitor during blossom time last season when first introduced to the orchards, exclaimed: "This is worth coming miles to see." Growers overhearing the remark felt that it would be a good thing to capitalize upon the idea, and as a consequence this year, just as the peach trees begin to burst into bloom and look their prettiest, placards describing the attractiveness of the blossoms are to be posted throughout Michigan and northern Ohio, Indiana and Illinois.

Other sections of the country might well follow the example of the Michigan peach growers. Apple growers in many sections could with profit advertise their "Apple Blossom Time." Peach growers in Georgia are already following this idea, as will be noticed on another page of this issue. California and Florida might extend their tourist season by advising visitors to wait until orange blossom time before returning East or North.

THE DEVIL READS THE NEWS

Mr. Willis B. Powell, of the Lake County Chamber of Commerce, claims that some fiend incarnate has taken one of his copies of the Packing House News. An early order for Machinery from Hades is anticipated. No doubt when Mephisto learns of the sturdy construction and everlasting quality of Skinner Machinery he will want some specially constructed for torture purposes. Just by way of suggestion, he might try running some unfortunates through the apple sizing machine. The barrel press wouldn't make a bad addition to his equipment. For instance, he could put a fat man in a small beer barrel and leave him there to ruminate on the joys that used to be. The tractor sprayer might come in handy to sprinkle phantom firewater in the dusty corners of the lower regions. Any Skinner Machinery Company employee who wishes to accompany this equipment when it is shipped will please make early application.

A little spray goes a long way toward raising the grade of your fruit. Raising the grade means raising the price you will receive for it. Ten cents per box invested in spraying will triple itself before it comes back to you. Better brush up the old sprayer, or, better still, buy a new one and go after every rust mite, white fly and scale insect in your grove.

The world owes every man a living, but unfortunately the world has failed to put up any security.

Variable Speed Transmission on Fruit Packing Machinery

The variable speed drive should be used in every packing house, and when we say used, we do not mean merely installed, but actually used after installation to get the greatest possible benefit from it. As we feel that managers have not studied the benefits which can be derived from this equipment, even where they have installed it, we feel that a discussion of the possible uses of this device, whether Reeves Variable Speed Transmission or Variable Speed Motor, will be of great benefit to packing house managers and foremen.

The variable speed drive as usually installed drives the roller belt which feeds the washer, the drip conveyor from washer to dryer, and the roller bed in the dryer. These three machines carry the fruit. The variable speed drive therefore regulates the rate of flow of fruit through the machinery.

Great benefits can be derived from the regulation of this flow of fruit. When the weather is bad and fruit not drying as it should, slow down with this variable speed and give the fruit a longer time in the dryer. When fruit is not cleaned as it should be, due to extra dirty or coarse fruit, slow it down and give the washer a better chance. When fruit is scarred and coarse, necessitating greater care by the graders to eliminate culls and get proper grading, slow it down. When you have a short crew and only want to run a small amount of fruit, the large outfit can be slowed down to any capacity desired. Slowing down the outfit sometimes actually results in increased output.

Picture a packing house without the variable speed drive with the bins running over. The foreman shuts down the machinery and in a very few minutes several packers are out of fruit with half finished boxes in front of them. They will not leave these boxes and their time is lost. The bins will eventually be packed down and the machinery started, but they will run over again.

But picture a house with variable speed drive and bins running over in the same way. The head grader sees the situation before it gets too serious and slows down the machinery so that those bins which are running over are kept just well filled. Very soon other packers will clean up their bins, but a few fruit will keep coming and they can finish the boxes they have started. Then they will move to the full bins, and as these are gradually packed down the head grader speeds up the machinery and the packing crew has not lost a minute's time. The crew is now nicely balanced against the output of the various sizes of fruit and maximum capacity will be obtained.



BROGDEx REVIEW

*"Fruit to the consumer in as perfect
condition as when it leaves the tree."*

It's a royal combination when you come to think of it: The Brogdex Method, the Syke-Rap and the Brogdex Branding Machine.

* * * * *

In one locality in California growers are flocking from packing houses not using the Brogdex Method to one house which is, to such an extent that the manager has had to double his capacity and is unable to take care of the volume of fruit offered for packing.

* * * * *

Out of 125 cars of Brogdexed fruit shipped from California, with a saving in ice to shippers at the rate of \$125.00 per car, only two cars reported decay, and this only amounted to 7 per cent. The owners were surprised that it wasn't double this amount, because the fruit in these two cars in ordinary seasons would have gone to the dump.

* * * * *

Great success is being met with in California with the use of the Brogdex Method on lemons. The manager of one packing house stated recently that the saving in shrinkage alone will amount to 16½ per cent. In place of storing lemons as they have been doing in the past for two or three months, they are now Brogdexed and merely stored until market conditions are right for shipping. Before the days of Brogdexing 300 size lemons were stored in the basement of the packing house, and when shipped it required 400 of them to pack a box. With Brogdex it takes only 300.

* * * * *

Mr. William Gomme, Polk County Demonstration Agent, was present at a meeting held in the offices of the Brogdex Company at Winter Haven several weeks after the South Florida Fair this year, and gave a very interesting talk of his experiences with Brogdexed fruit at the fair. Mr. Gomme stated that he was giving facts exactly as he found them.

Mr. Gomme said that in the whole plane of fruit of the Polk County exhibit, which was Brogdexed, he possibly replaced thirteen fruit during the nine days of the fair. He said that whereas last year he lost approximately eighteen boxes of fruit from decay, that this year he only lost a box and a half. He also said that his fruit brought 50c. a box more than any other fruit at the fair, and the parties buying the fruit remarked that it was far better than the fruit from any other exhibit purchased.

Boost the Brogdex Method and it will boost you.

* * * * *

News items are requested for publication in the Brogdex Review from both California and Florida.

* * * * *

Mr. John Windsor is authority for the truth of the following story which he related to a bunch of Brogdex boosters recently: It seems that a dorky who had come from Virginia to Winter Haven wanted to send a box of oranges back to his relatives. He made a miscellaneous collection of all classes of oranges from his brethren and packed them in a box for shipment. At the last minute some of the white folks gave him four oranges which they told him were Brogdexed and would make a hit when they got to Virginia. He packed them in with the rest of the fruit, nailed up the box and, whether because he couldn't raise the cost of the express charges or for some other reason neglected to send it away. About six weeks later someone asked him what had become of his box of fruit. He replied that he didn't know, but that he expected it was all rotten by this time. He fished out the box, tore off the lid and said: "Sure nuff, every one of them fruits is rotten 'cept them Brogdex fruit, and dey looks just like they was."

NEWS NOTES

Mr. C. H. Covington left Winter Haven recently for Cuba and the Isle of Pines to look over the citrus fruit situation there with a view of making the Brogdex Company a proposition to handle or take over this territory upon a royalty basis. A number of concerns in foreign countries are negotiating with the company on similar propositions.

Mr. H. J. Skivington is visiting Cleveland, Detroit and other cities in the North in the interests of the Brogdex Company. Mr. Skivington will visit fruit auctions, brokers and dealers to demonstrate the Brogdex Method on citrus fruit. He will be away for several months.

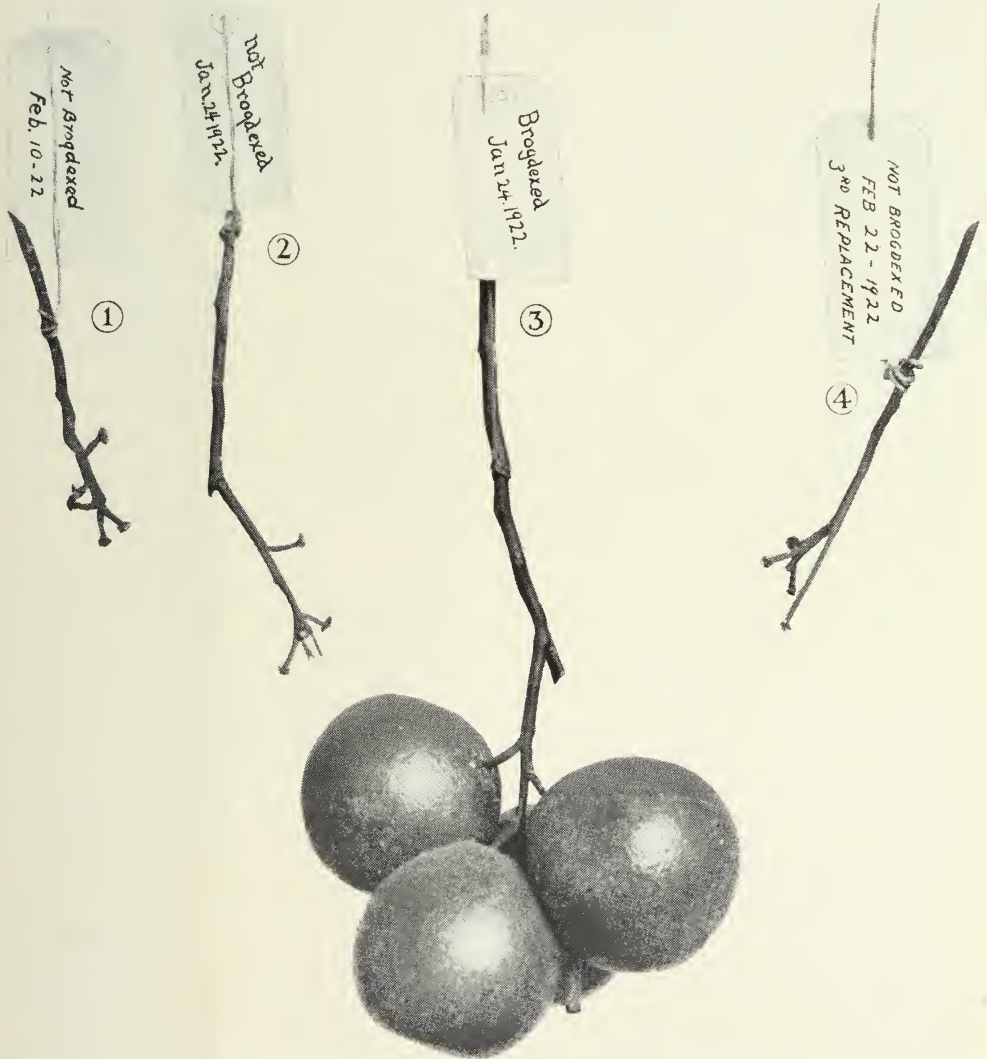
Word has been received in the Winter Haven office of the Brogdex Company that Mr. E. M. Brogden is going to do some work beginning May first in the interests of the pear industry and for an association controlling 15,000 cars of fruit. Mr. Brogden is confident that the Brogdex Method will work as successfully on pears as it has on citrus fruits.

A STORY OF LONGEVITY

The greatest question around the Brogdex factory just now is, how long will a grapefruit live—when Brogdexed? There is a cluster of four grapefruit which was Brogdexed ten weeks ago, at this date, April 10, and which is causing no little interest on account of the perfect appear-

experienced trouble in keeping clusters of fruit on exhibition at fairs on account of the fruit falling.

The cluster of four fruit shown in the illustration was Brogdexed and hung up in the offices of the Brogdex Company at Winter Haven on January 24, and at pres-



ance of the fruit after its long keeping.

Mr. William Gomme, County Demonstration Agent for Polk County, started this test of the life of a grapefruit by suggesting one day several months ago that Brogdexing a bunch of fruit might keep them from falling, mentioning that he had

ent is just as fresh and the fruit is as solid as the day it was picked. Three un-Brogdexed clusters were hung up by the Brogdexed fruit at intervals of two weeks. The fruit from these check clusters dropped in each case within two weeks after

(Continued on Page 16)

FRUIT DEALERS STILL ENTHUSIASTIC ABOUT BROGDEX METHOD

Letters continue to come in every day to the offices of the Brogdex Company from fruit dealers from every section of the country praising the Brogdex Method and endorsing its continued use on citrus and other fruits. The following paragraph from the letter of a commission merchant in Springfield, Mass., is typical of many letters received: "We believe after something like thirty years of experience in the fruit line that it is the last perfection and method applied to fruit, both for preserving its freshness as well as its firm appearance."

The following paragraph from the letter of a large firm of wholesale grocers in North Carolina shows the tendency of dealers to demand Brogdexed fruit: "One of our firm saw some of these (Brogdexe) oranges in his store on January 20 and the fruit appeared to be as firm and fresh looking as when it was picked from the tree. We are very much impressed with the merits of this Brogdex Method and shall specify that it be used on all oranges we buy hereafter."

The following from a broker in Texas indicates that there will be a big business for the Brogdex Method another season: "Present plans of the writer and several men prominent in the shipping business in this state include the marketing of quite a few cars of grapefruit and oranges next season, and the writer is very enthusiastic over seeing the fruit we ship handled by the Brogdex Method."

This paragraph shows the advantage of the Brogdex Method to the small dealer, as it enables him to purchase fruit in larger quantity and thus get a better price. This is from a letter of a big produce company in Cleveland, O.: "We are trying to encourage our trade to buy oranges and grapefruit in larger quantities, as we handle first grade merchandise. With the Brogdex Method of keeping fruits fresh and holding the natural appearance, we feel that we can create a greater outlet."

The following from news items regarding Brogdex operations in California in a recent issue of the Produce News will be of interest to readers of these pages:

"Brogdex does not make poor fruit good nor does it keep fruit which is going down when put through our machinery. It is not and never was intended to be a miracle worker. It has been keeping good fruit fresh for a long period and will continue to do so day after day. It is intended as a part of the equipment of every up-to-date packing house and is rapidly becoming that very thing.

"Our experiments with apples last season brought remarkable results. We are now getting many inquiries for machinery

to handle apples, pears, cantaloupes and other fruit. We are getting to each just as fast as it is humanly possible, but the orange, lemon and grapefruit men are now keeping us busy. Our program is to put in, not as many installations as possible, but only the best that can be devised, and then to improve wherever it is possible.

"We are under deep obligations to the hundreds of Eastern fruit jobbers, who are wiring and writing that they prefer Brogdexed fruit for their trade, since it means an end to many of their troubles where they have to re-ship the fruit to local points. This is just where Brogdex best serves the trade. A fruit distributor can now widen his trade as far as he desires, without the least danger of losses due to rejections for cause. The retailers are finding that Brogdexed fruit keeps fresh for many weeks, hence they are safe when they secure such fruit."

A STORY OF LONGEVITY

(Continued from Page 15)

being hung up. The twigs from these un-Brogdexe clusters are shown as numbers 1, 2 and 4 in the illustration. Note the fresh, solid appearance of the Brogdexed twig as against the shriveled appearance of the un-Brogdexe twigs.

Visitors are invited to call at the Brogdex Company plant and view for themselves this remarkable exhibit of the efficiency of the Brogdex Method.

EGGS IS EGGS

Eggs is eggs, and they insist upon spoiling after a certain length of time. Numerous inquiries have come to the offices of the Brogdex Company asking whether the Brogdex Method would not work on eggs and keep them in as fresh condition as when they left the hen. It remained, however, for Mr. Ira Gibson, the Brogdex operator at Eagle Lake, to put the Brogdex Method to the test on eggs.

On March 19 Mr. Gibson Brogdexed six eggs and left six un-Brogdexe. Mr. Gibson did not state whether he obtained all the eggs from the same hen or not, his intention being to open one each of the two kinds of eggs each week.

On March 26 Mr. Gibson opened one each of the Brogdexed and un-Brogdexe eggs and found the un-Brogdexe egg had spoiled and the Brogdexed one in perfect condition. On April 2 two eggs again were opened, this time with only slight difference between them—the Brogdexed egg being in perfect condition and the un-Brogdexe egg just commencing to turn. On April 9 the un-Brogdexe egg opened was in very bad condition, while the Brogdexed egg remained perfect.

Further developments are awaited with interest, and with three weeks yet to go at this writing, Mr. Gibson should have

something interesting to relate at the end of his test. At any rate, whatever developments will be faithfully reported in the next issue of the News.

Mr. Gibson has issued a general invitation to anyone interested to witness the weekly opening of the eggs each Sunday at Eagle Lake.

BROGDEX METHOD PROVES VALUABLE

Under the above heading the San Bernardino Daily Sun of March 18 had the following to say regarding the early work with the Brogdex Method in California:

REDLANDS, Mar. 17.—Oranges picked December 8, 1921, and treated with a special preparation known as the Brogdex Method were cut today and tested by C. P. Earley, general manager of the Mutual Orange Distributors, both as to juice content and general quality. The oranges in question have been kept in an open cardboard box in the office of the general manager and never subjected to any refrigeration. The Mutual Orange Distributors shipped the first car of fruit treated with this process from its house at Rialto this week. Further reports concerning this shipment will be made public at the earliest moment.

"Every house and association affiliated with the Mutual Orange Distributors will use the Brogdex preparation on all cars of Sunflower, Goldenrod, Poppy and Pansy brands packed by them if the method shows itself to be as successful as we believe it will be," stated C. P. Earley today. "We have installed the apparatus in the Rialto Orange Company house, Rialto, and are at present preparing to use the method in the J. H. Strait Company house at Bloomington and in our San Bernardino association. So far every test made of the fruit treated by this preparation has shown that the fruit has kept exceptionally well. The utilization of this process will revolutionize shipments from California. The car sent from Rialto this week went out without icing. This saving alone is of great value to the grower."

The Mutual Orange Distributors has initiated a series of very strict tests for the purpose of giving the method a fair and intensive trial.

Heavy Citrus Crop in Florida Next Year

Reports indicate that there will be a heavy crop of oranges and grapefruit next season. It appears to be the consensus of opinion that the grapefruit blossom is normal and orange blossom excessive in most sections.

Editorial in New York Produce News:

Better packing, better grading. Those are the two essentials that will help any branch of the perishable industry.

Do You Want Your Packing House Built By Men of Experience

The engineering and building department of the Brogdex Company is in close touch with all the latest ideas and methods for constructing and equipping citrus packing plants and is the only construction firm in the state making a specialty of building fruit packing houses. They have a record of successful building achievement and members of the firm have erected more modern fire-proof structures than any concern in Florida. They are well equipped from every standpoint. Their vast experience and thorough knowledge of packing house construction problems will stand you in good stead if you let them build your new packing house. Ask them to consult with you regarding your proposed new house, and do this in time so that you will not be rushed to prepare for marketing next season's crop of oranges and grapefruit. Write Construction Department, Brogdex Company, Winter Haven, Florida.

CHECK, CLIP AND MAIL TO Brogdex Company Winter Haven, Fla.

I am interested in:

—Brogdex Method of handling fruit.

The Syke-Rap.

—The Brogdex Branding Machine.

—Packing House Construction.

Name

Address

This will bring you complete and detailed information.



Signing Up the King

Two fishmongers having shops directly across the road from each other strove hard all the time to outstrip each other in the matter of display signs.

One day a sign appeared above the window of one of the rivals, "We serve the King."

Not to be outdone, the merchant on the opposite side of the road hoisted a sign the following day which read, "God save the King."—Dry Goods Economist.

No Brains

The shades of night were falling fast, The fool "stepped on it" and rushed past. A crash—he died without a sound; They opened up his head and found

Excelsior!

—Boston Transcript.

Checked Up on Himself

One morning a negro sauntered into the office of a white friend.

"Good mawnin', Mr. Withrow. Kin I use yo' phone a minute??" he asked.

"Why, certainly, Sam."

Sam called his number, and after a few minutes' wait said: "Is this Mrs. White-side? Well I seen in de papeh where you-all wanted a good cullud man. Is you still wantin' one? Then the man youse got is puffedly satisfactory, and you doesn't con-nem-plate makin' no change soon? All right, ma'am, Good-bye."

Mr. Withrow called to Sam as he left the phone: "Now, that's too bad, Sam, that the place is filled."

"Oh, dat's all right, Mr. Withrow. I'se de nigger what's got the job, but I'se just a-wantin' to check up."—The Argonaut.

Occulistic Tendencies

The Florida Grower is authority for the story of a darky who stated that he had been spraying nursery trees with miserable oil. This is no farther from the truth than the claim we used to make to darkies, when they complained in spraying with lime sulphur solution that it hurt their eyes; that the spray would make their eyes so strong they would be able to see water-melons and chickens in the dark. Same principle as with onions—the lime sulphur solution causes copious weeping which washes and strengthens the eyes.

Dealing in the Future

One day a lady noticed a little boy seated on a doorstep. Going up to him she said: "Well, my little chap, how is it you are sitting outside on the doorstep, when I see through the window all the other young folks inside playing games and having a good time? Why aren't you inside joining in the fun?"

"Oh, I'm in this game all right," replied the boy. "They're playing at being married and I'm the baby."

"But what are you doing out here?"

"Waiting to go in. You see, I ain't born yet."—The Western Fruit Jobber.

In Dunedin

An Irishman and a Scotchman were wandering around the Skinner Machinery Company plant recently when they came to a huge tank set up in the rear of the main factory building.

"Sure, and pwhat's that great big thing up there?" said Pat.

"I dinna ken," replied the Scotchman.

"Well, bedad, and that's the biggest dinner can I iver saw," answered Pat.

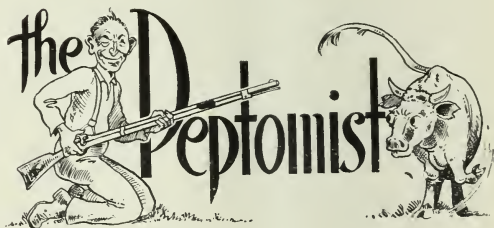
All He Was Worth

A fruit packer, in great need of help, asked a local roustabout to take a job in his plant.

"What'll yo pay?" asked the man.

"I'll pay you what you're worth," said the packer.

"No"; said the man, "I'll be darned if I work for that."



Don't rust—Wear!

Spare the spray and spoil the profits.

All is not gold that glitters, and all is not froze that freezes.

As the Chinese gravedigger remarked: "No splayee, lotta bugs. Splayee, lotta money."

We have it from good authority that Adam and Eve were the first users of the loose leaf system.

"Produce crook who flees with \$20,000 returns."—Headline.—What does he want now—the fixtures?—Fruit Trade Journal.



EVERYTHING FOR THE PACKING HOUSE

- Apple Machinery
- Automatic Box Dumping Machine
- Bags, Picking
- Barrel Heading Press
- Bates Steel Mule
- Bearings
- Bearings, Ball
- Belting
- Belts, Conveyor
- Belt Supplies
- Blowers
- Box Conveyors
- Box Dumping Machines
- Box Elevator
- Box Hatchets
- Box Machines
- Box Material Conveyor
- Box Maker's Bench
- Box-Nailing Machine
- Box, Press
- Brushes
- Car Movers
- Car Squeeze
- Citrus Machinery
- Clamp Trucks
- Coke Heaters
- Conveyors, Box
- Cucumber Machinery
- Conveyors, Drip
- Crate-Material Elevator
- Drip Conveyor
- Dryers
- Electric Generators
- Electric Motors
- Electric Winding Engine
- Elevating Sprinklers
- Elevators, Platform
- Empty-Box Elevator
- Engines, Gasoline
- Engines, Kerosene
- Engines, Spray
- Fan Ventilating
- “Friend” Spray-Gun
- “Friend” Sprayers
- “Friend” Spraying Specialties
- Gang Plank
- Generators
- Grading Belt, Canvas
- Grading Belt, Rollers
- Grapefruit Packs and Sizes
- Hatchets, Box
- Heating Systems for Drying
- Hoes, Scuffle
- Hose, Spray
- Housings
- Hydraulic Barrel Press
- Ladders
- Lighting Generators
- Machinery, Special Manufacture
- Motors
- Miami Trailers
- Morgan Box Machines
- Movers, Car
- Nailing Machines
- Nail Strippers
- Onion Machinery
- Orange Packs and Sizes
- Packing House Plans
- Packing House Pumps
- Packs and Sizes, Oranges and Grapefruit
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- Parker Box Machine
- Peach Machinery
- Pear Machinery
- Picking Bags
- Picking Ladders
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- Platform Elevator
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- Pulleys
- Pumps, Packing House
- Pumps, Spray
- Reels, Strapping
- Repair Parts
- Repairs and Service
- Re-Weighing Machine
- Scales
- Scuffle, Hose
- Service and Repairs
- Sizers
- Soaking Tank
- Special Bearings
- Special-Made Machinery
- Spray Engines
- Spray Hose
- Spray Outfits
- Spray Pumps
- Spray Guns
- Spray Pumps, Fittings
- Skinner Sprayers
- Sprayers, Tractor
- Sprinkler Elevators
- Sprinklers
- Squeeze, Car
- Strapping Reel
- Sprocket Wheels
- Sprocket Chain
- Tomato Machinery
- Transmissions
- Tractor Sprayers
- Trailers, Miami
- Trucks, Clamp
- Trucks, 4-Wheel
- Washer Brushes
- Washers
- Weighing Machines
- Winding Engine for Elevators

Check the items in which you are interested in this list. Use the coupon on next page.

SKINNER MACHINERY CO.

“Golden Rule”

Fruit Packing Equipment

DUNEDIN, FLORIDA



SAVE TIME—CHECK HERE

Check the items in which you are interested. Tear off this page and return to the Skinner Machinery Company, Dunedin, Florida.

—Send the Skinner Catalogue.	—Be sure my name is on your list.
Send special literature regarding:	Capacity of our packing plant
—Sizers	is cars a day.
—Polishers	(Send floor plans if possible.)
—Coke Heaters	We have an orchard with trees.
—Trucks	
—Supplies	We grow /
—Dryers
—Sprayers	(mention fruits grown.)

We are especially interested in:

Send us:

Ship via:

Send the Skinner Packing House News to:

WRITE PLAINLY

Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly. April, 1922.

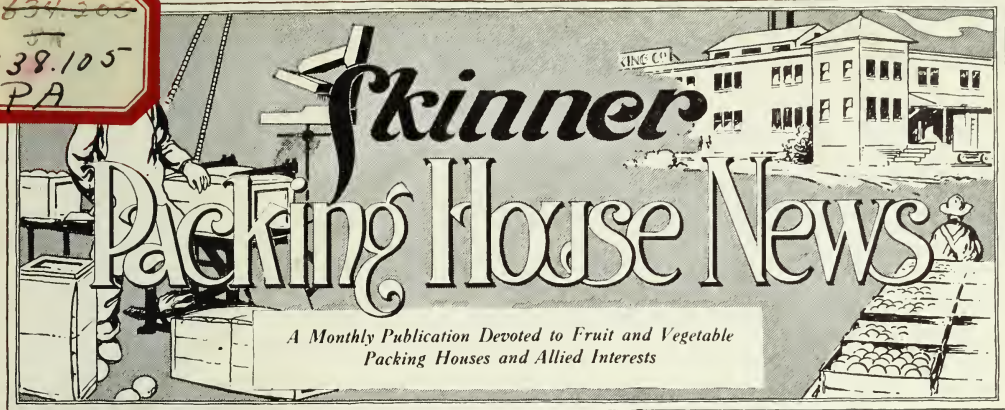
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Published by
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World's Largest Makers of
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DUNEDIN, FLORIDA



Skinner Packing House News



A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests.
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Florida.

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CHANGE OF ADDRESS

Change of address should be reported promptly.
Give new and old address.

Volume 1.

MAY, 1922

Number 5.

Good Will

Good Will is in many cases the most valuable of the so-called intangible assets of a firm and sometimes is more valuable than all the other assets put together, no matter of what kind they are, or how valuable. A little book entitled "Good Will—The Reward of Merit," published by the Cincinnati Rubber Manufacturing Company, tells so well just what Good Will represents that we are reproducing part of it here for the benefit of our readers:

"Good Will is one of industry's most precious assets, because, embodied in it are all of the accrued benefits which come through having given continued satisfaction to the customer.

"It is a condition wherein the customer, basing his opinion on his own actual experience with a product and the house who made it, absolutely knows that both the product and the house are right.

"Thus it gives him pleasure to come back and buy more.

"He recommends the product to his friends with the feeling that a good thing is worth talking about and worth boosting.

"Good will cannot be bought. It must be earned. It cannot be claimed into being. It must be developed into a reality.

"There is but one way to do it: quality goods, backed up by snappy service. There is no method which will act as a substitute.

"Good will is the reward of giving satisfaction.

"It makes guarantees unnecessary. It does away with the need of promises. It lessens selling costs because, by its very nature, it reduces sales-resistance—it increases sales-volume without having to expend additional money to gain it.

"Good will makes a customer his own salesman; for, when he is again in the market for the product, he knows exactly where to go—and he goes to that house for it with pleasure.

"Quality, good value, snappy service, fair dealings are the seed of good will.

"No other kind of seed on earth will grow it."

Over

Production

Strange is it not how our markets manage to absorb the constantly growing crops of the country. And stranger still that every so often some chronic pessimist bobs up with his howl of over-production. After all it only amounts to a balancing up of the see-saw of supply and demand. What there is plenty of people will use in quantity and what there is little of people will use sparingly or get along without. To say nothing of the fact that the population of the country is increasing by leaps and bounds and that our fruit, vegetable and grain crops must increase accordingly.

Periodically there appears a Weeping William in Florida and bids us cease from planting citrus trees because he claims we are approaching over-production. He doesn't know that there isn't half enough citrus fruit grown at the present time for everyone in the United States to have one-tenth of the oranges they ought to have and that there are lots of folks who never heard of a grapefruit let alone tasted one.

The over-production pessimist reminds us of the man who went into the chicken business and commenced with six hens. The day after he started he took pencil and paper and began figuring on the future of his business somewhat as follows: "Six hens will lay six eggs a day for three hundred days. At the end of the year I will have eighteen hundred chickens." At the end of five years he had chickens roosting all over the United States, the Dominion of Canada and far down through Mexico into South America. His chicken roosts stretched miles out into both the Atlantic and Pacific Oceans. At the end of the sixth year he put down his pencil and with a heavy heart went out into the yard, took an axe and speedily decapitated his six hens. Then with a sigh of relief at the world catastrophe he had prevented he sallied forth and purchased eggs at ninety cents a dozen.

Date Packing House

At the annual meeting of the Deglet Noor Date Growers' Association, at Indio, California, recently, it was decided to begin construction of a modern packing plant on the association's property, where the big date festival was held last fall. The old board of directors was re-elected at the meeting, as follows; Bruce Boyer, J. A. Cordon, C. E. French, Henry Middleton and Glen Cowgill.

California Oranges and Lemons to Europe



The unusual procedure of unloading a shipment of boxed oranges and lemons direct from the automobile trucks and trailers that brought them from the Southern California fields into the ship's hold was recently followed at Los Angeles, Cal. With this particular shipment, most of the fruit was picked, wrapped, boxed, picked up by automobile trucks and carried to the ship all within less than 48 hours.

New System of Ventilating Fruit in Shipping by Water

With a view to providing a ventilating system in shipping California fruits by boat through the Panama Canal, arrangements are being made for testing three different methods and installations. One is a complete motor fan unit, with intake and exhaust ducts distributed throughout the cargo space in one hatch, so that a complete change of fresh outside air at normal temperatures will be drawn into the hold every few minutes. Another system is a motor fan unit, located in the empty refrigerating room, which will blow chilled air out of the room, circulate it through the fruit, and draw it back over the refrigerating coils.

The third system is the use of two very efficient exhaust ventilators, capable of exhausting air out of the cargo hold automatically at all times, regardless of wind direction, weather or sea conditions, and working equally as well in heavy rains or breaking seas as in calm weather. A weatherproof intake pipe may also be provided for each exhaust ventilator, through which the fresh outside air will be drawn. If deemed advisable, intake pipes can be provided with suitable apparatus for controlling the humidity of the incoming air.

The temperature of their unit at the time of loading, plays an important part in its

behavior in transit. The fruit should be as cool as possible at the time of loading, experts say, and the best practice is to transport the fruit to the dock at night, giving it the benefit of low temperatures. The tests revealed that fruit stowed in the lower 'tween decks, will run at a lower temperature than in the upper 'tween decks. Also, loading with other commodities having

(Continued on Page 8)

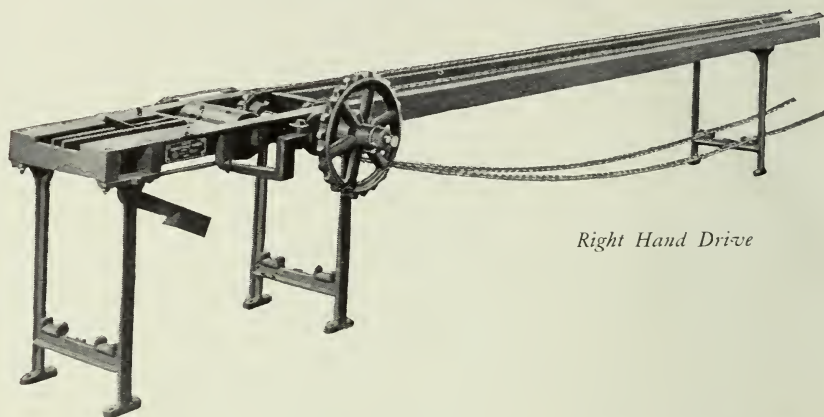
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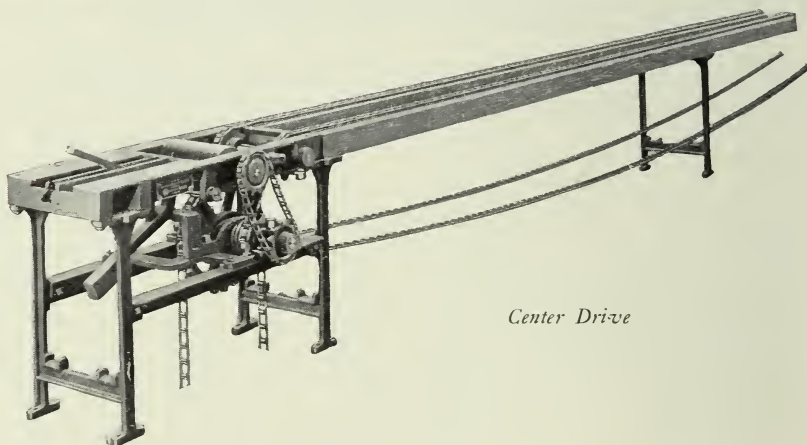


SKINNER BOX CONVEYOR

Compact and Durable



Right Hand Drive



Center Drive

The Skinner Box Conveyor is recommended for its simplicity and compactness. There is only one small spring in its mechanism. The few working parts in its construction assure its long life and service.

It is made in any length required to carry boxes wherever they are to be deposited. It possesses a considerable advantage over wooden frame box conveyors in its economy

of floor space. All supports are beneath this conveyor, with no projecting legs or shoulders. The clutch is a patented type with few wearing parts, and positive in its action.

The center-drive conveyor has no exposed driving chain to encroach on valuable space, or catch in clothing. It is adapted only to houses where the line shafting is below the floor. The cost is somewhat more than side-drive conveyors.

Write for Prices and detailed information

Skinner Machinery Company

Broadway

Dunedin, Florida



THE CITRUS INDUSTRY OF LAKE COUNTY, FLORIDA

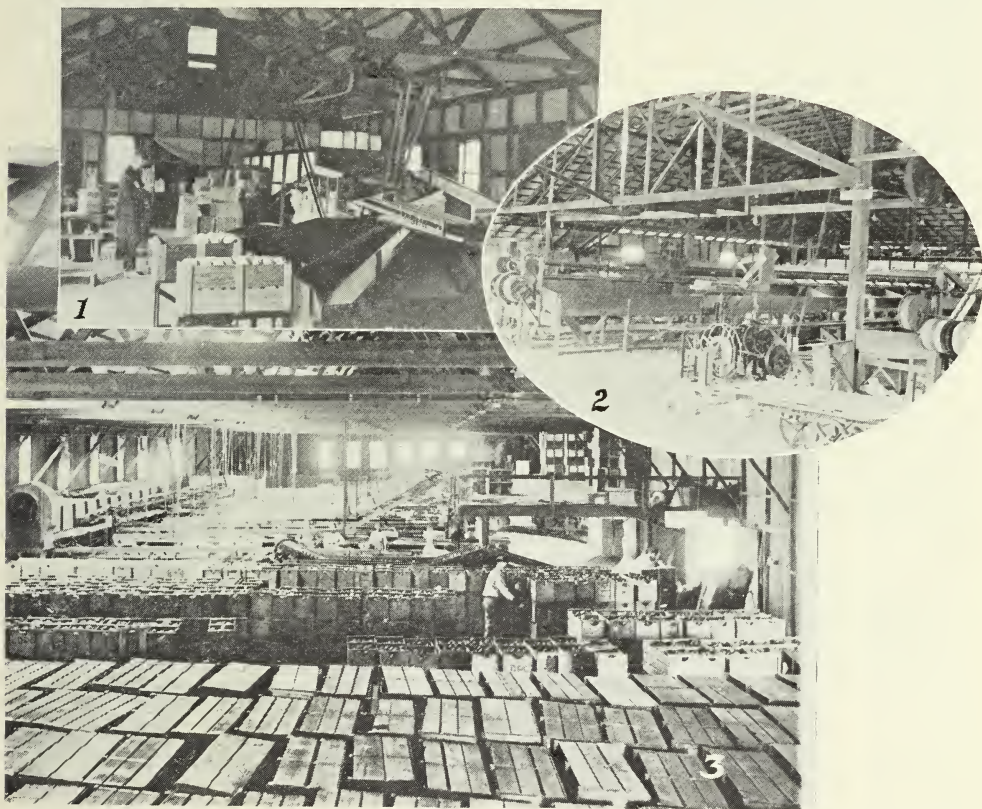
LAKE County, Florida, favored as it is by nature in various ways, offers one of the choicest places in the State for the growing of citrus fruits. The following few facts regarding the citrus industry in Lake County, culled from a mass of good things we have regarding it, will be of interest to every reader of this periodical.

Lake County, according to the last survey of the citrus industry in Florida, was third in production, being within a few thousand boxes of the county standing in

been satisfied with prices, especially during February and March, while in April the remaining oranges were almost worth their weight in gold.

The September storm did but two per cent damage to the crop in Lake, and added about 15 per cent to the size, so the wind and rain storm was a blessing in disguise in central Florida.

The pictures of the various packing houses on these pages were taken out of season so do not show much activity yet they give an idea of the extent of the in-



1. Interior Mitchells Packing House, Mt. Dora. 2. Interior Umatilla Fruit Co. Packing House, Umatilla. 3. Interior Mt. Dora Citrus Growers Association Packing House, Mt. Dora.

second place. It is the belief of Lake County growers now that they hold second place.

The crop for this season's pack was close to 800,000 boxes, which does not include the oranges that were shipped out of the county by mail order houses, and to cold storage plants and for packing outside the county.

The fruit this season has not run as heavy as previous years nor has the color been as bright. However, growers have

industry. A number of the larger houses are missing.

At present a renewed interest is being taken in the grove industry in the county. Forty-five hundred acres were planted this spring, and possibly 10,000 acres are coming into bearing in the third and fourth years. Old groves are being cultivated scientifically under the direction of County Agent DeBuck and are being made to produce profitably.

Lake county's soil produces sweet or-

Packing Houses of Lake County Fla



Leesburg C. G. A.

A. R. Gano, Mascotte

Fussell and Co., Leesburg

Dillard and Richardson, Grand Island

Umatilla C. G. A.

Lake Jem Packing House and By-Products Plant

Carver's Mail Order Packing House, Eustis.

Lake Region Packing Co., Tavares
Joe Eichelberger, Eustis
Standard Growers Exchange, Eustis

Pre-Cooling Plant of Lake Region Packing Co., Tavares

Groveland C. G. A., Groveland

Mt. Dora C. G. A.

McNeice Packing House, Clermont
Mitchell's, Mt. Dora

anges with a boquet that cannot be excelled, and with juice contents almost to the bursting point. The growers are partial to sour stock both on hills and in hammocks. They are planting largely to tangerines, Parson Brown's, pineapples and Valencias.

Some remarkable stories are being told of the productiveness of the soil. Three year old groves producing ten boxes to the acre and five year old trees 60 boxes to

the acre. On the Turnley grove a tree is producing from 40 to 60 boxes a year. On another grove the return for seven acres was \$21,000.

Lake county is favored climatically. The elevation ranges from 65 feet to 360 feet above sea level, with 1400 lakes, and the St. Johns river and Lake George and Lake Apopka on the borders, and many streams and canals. Another factor against frost is the air drainage, an air vacuum being



created by the suction through the hills.

Lake county has had no frost for the past four years—not even tenderest vegetation has been injured, except in very small areas—the total damage being so small as not to be considered.

It is believed that Lake County will continue in the industry to its uttermost for all time.

Lake County houses are increasing their facilities, and also putting in modern machinery and culling to the limit. "The pack is the thing" is the slogan.

The Lake Jem by-products company and a distilling plant at Tavares are arranging to take up a lot of culls for various purposes, and besides this two other smaller marmalade and candied peel factories are operating.



Loading Fruit of Lake Region Packing Association at Tavares

At Tavares there is one of the first pre-cooling plants in the state, and at this writing there is preliminary work going on to install an icing plant at Tavares.

Grove properties are at a premium and almost weekly sales are made at \$50,000 to \$100,000 for a single grove. Within the past thirty days more than 100 groves that had been listed for sale have been taken off the market. In other cases grove prices have advanced 25 to 50 per cent, and these prices are based upon production.

Thus it is very encouraging to those in the industry and those who desire to see Lake county take at least second place in the citrus industry of Florida.

WILL GROW PEACHES IN GEORGIA

Mr. W. L. Adams, a successful apple grower of Zillah, Washington arrived in Atlanta recently with the avowed intention of locating in Georgia to raise peaches. Mr. Adams says he was attracted to Georgia by a story appearing in "The Country Gentleman." Mr. Adams states that he is convinced Georgia has many advantages for growing peaches and other fruits. He will grow peaches as a main crop with grapes and pecans as side lines.

Mr. Prettyman, manager of the Inwood cooperative packing house which was built by the State of Virginia, recommends that all apple packing houses be built with one floor level and elevations to different machines, graders, sizes and polishers be obtained by roller elevating belts.

The severe dry spring will undoubtedly mean a heavy May or June bloom to citrus in Florida. Both May and June bloom oranges always bring high prices as they mature late. The May bloom grapefruit are also desirable though the June bloom grapefruit are liable to be "sheep-nose." Growers should not be discouraged by this temporary loss on account of fruit dropping as much of it will be replaced by late bloom.

The California Peach and Fig Growers' Association has donated fifteen thousand pounds of dried figs upon request of the National Tuberculosis Association, to become part of the diet of undernourished children in various parts of the country. These children are now fed a ration of bread, milk and California figs. The dried fig contains from sixty to seventy-five per cent total sugar in a form readily assimilated.

TESTS FAVOR GEORGIA PEACHES FOR DRYING

Tests have proven that Georgia peaches are far superior to those grown in California for dehydrating purposes, according to F. H. Abbott, Secretary of the Georgia Association. As a result locations for dehydrating plants in the Georgia peach belt are being sought.

A company planning to establish dehydrating plants in this state has written Mr. Abbott as follows:

"Last fall we had a dry fruit buyer examining peaches sent us from both Georgia and California in the fresh state. He picked out the Georgia sample as the best and declared that it was from California. This is not a matter of throwing bouquets at one's own state, but the result of careful experiments with peaches."

If you are so fortunate as to be equipped with the variable speed drive—use it. It means dollars in your pocket.

a high initial heat should be avoided. Care should be taken that the fruit is not loaded into holds together with commodities that are apt to contaminate or destroy its general appearance. The commodities are commercial fertilizers; petroleum and coal products, such as oil, creosotes and coal tars; many chemicals, especially those giving off chlorine or ammonia; vegetables like onions, garlic or potatoes; strong smelling spices, and such dusty articles as sacked cement and flour.

As with refrigerator cars, the present-day cargo vessel is dependent upon the speed of the vessel and the wind for creating a circulation of air through the cargo. There are four ventilating hoods or cowls for each hatch, about thirty-six inches in diameter, and arranged so that they can be turned in any direction to scoop up the air, and carry it down and distribute it through the cargo. It is the usual practice to turn two of these cowls, so that they will be the intakes facing the wind, and to turn the other two from the wind, thereby serving as exhaust ventilators. The cowls must be turned at each shift of the wind. During squally weather, the intake cowls must be turned from the wind, to prevent rain driving in on the cargo, and in extremely heavy weather with seas breaking over the deck, the cowls must be removed entirely, and the ventilator pipes plugged and covered with canvas.

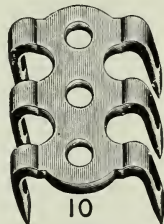
Although these ventilation precautions are necessary, they are, under the best conditions, detrimental to the fruit. In pleasant weather, beneficial results are secured by removing the hatch covers, and protecting the fruit from the sun by tarpaulins suspended over the hatch openings. With the hatch covers removed, the cowns can be turned to act as intakes, and thus force the air out of the open hatch. This doubles the quantity of air passing through the load. The objections to hatches being opened are pilfering by the crew, and, on oil-burning ships, the settling of cinders and sparks over the fruit.

All this, the California fruit shippers are now determined to rectify, and it is for this purpose that they are making experiments.

A new citrus packing house is to be built this summer at Lake Wales, Fla., by Chase and Company, large buyers and shippers who have two other packing houses in Polk County, one near Winter Haven and the other at Frostproof. This will make the fourth packing house in Lake Wales.

Skinner Vegetable Graders will save no end of labor in a packing house and will increase the quality and grade of your products. They have the same sturdy construction as all other Skinner Machinery and will give years of constant service. Vegetables are gently handled by these machines and will not become bruised in the slightest degree. Write for descriptive literature of Skinner Tomato, Cucumber and other vegetable packing equipment.

A large, dark, textured object, possibly a piece of machinery or a large spool of material, shown in profile. It has a circular, flared top and a solid base, with a central opening. The surface appears rough and weathered.



We are prepared to make prompt shipments of leather, rubber and canvas belting for all packing house operations. Our business in this line is large, enabling us to purchase on an economical basis, the benefits of which we share with our customers. We carry the best grade of friction surface belting and our leather belting is the highest quality of especially selected leather that the market furnishes.

In addition, we keep on hand a full line of belt dressing, lace leather, steel lacings and belt hooks.

SKINNER MACHINERY CO.,
Broadway
Dunedin, Florida.



SOAKING TANK DISINFECTANT *and* FUNGICIDE

Citrus packing house managers everywhere will be interested in having the following information regarding a disinfectant for fruit washers in order to prevent blue mold and other troubles in packing fruit.

Washer infection can be entirely prevented by disinfecting the wash water. This may be done with any of the following solutions:

Bluestone 1 lb. to 1875 gals. (1/150%)

Permanganate of potash

1 lb. to 2500 gals. (1/200%)

Formaldehyde (Pint)

1 lb. to 1250 gals. (1/100%)

Bluestone will work much weaker in pure water, but is precipitated by alkaline or an iron tank, thus weakening the solution. It is open to objection on this account. 1/25% will not injure lemons unless soaked for several hours.

Formaldehyde is safe up to 1/20%. Permanganate does not burn, but stains the fruit if too strong. 1/200% is safe for several hours soaking. It does not precipitate in alkaline water or affect iron. We consider this the most desirable substance to use.

Dissolve the proper amount in a bucket of water and empty into the tank at the beginning of the day's run.

NEWS AND FACTORY NOTES

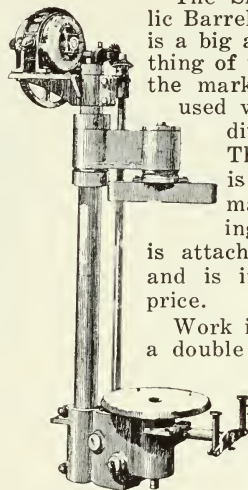
Mr. A. H. McIntyre, travelling for the Skinner Machinery Company, is working on the Atlantic coast covering apple and peach sections on the entire Atlantic seaboard. He will probably be in New York State during June and July. Fruit packers in this section who would like assistance in planning their houses or machinery should ask us to send Mr. McIntyre to see them.

The Manatee Fruit Company of Palmetto, Florida, have placed their order for a very complete outfit of machinery for their new Lake Wales house. This house is under construction now and is to be ready for the machinery by June fifteenth. The capacity of the house when complete will be eight cars of oranges or ten cars of grapefruit per day. Only one unit will be installed this summer giving them a capacity of five cars of fruit per day.

Mr. A. M. O'Quinn who has been in Palestine installing a six car fruit packing plant there has returned to the United States and is now calling on fruit packers in Indiana, Ohio, Kentucky and Tennessee. Fruit packers who wish to see Mr. O'Quinn should communicate with the Skinner Machinery Company.

SKINNER HYDRAULIC BARREL HEADING PRESS

*Built for
Convenience of Operation*



The Skinner Hydraulic Barrel Heading Press is a big advance in anything of its kind now on the market. It can be

used with belt or individual motor.

The valve action is built into the main base casting. The pump is attached to machine and is included in the price.

Work is controlled by a double foot pedal action. Pressure on the left pedal starts plunger upward, removing the pressure stops the

plunger and holds the barrel head in position for nailing. Pressure on the right pedal lowers the plunger and releases the barrel.

Speed of action can be regulated by setting the speed of the pump at the satisfactory point. A safety relief valve is a part of the machine and prevents any possible damage by excessive pressure.

Write for Further Information

SKINNER MACHINERY CO.,

Broadway

Dunedin, Fla.

ORDER EARLY

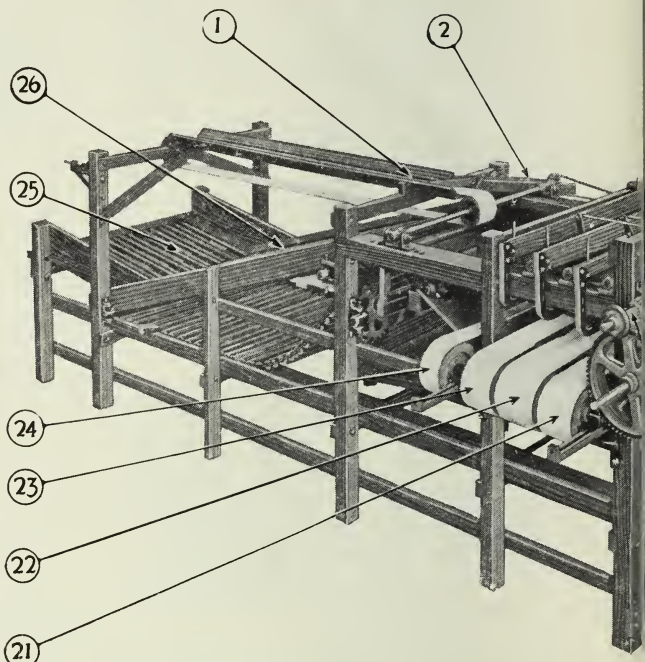
Don't wait until the last minute to place your order for new fruit packing equipment or you may be left unprepared on the opening day of next year's shipping season. The Skinner Machinery Company is increasing its facilities and is working to the limit of its capacity to care for the unprecedented demand for fruit packing machinery this year. Early orders are invariably given preference. Get your order placed now and insure delivery in time to take care of early shipments of fruit next season.



SKINNER APPLE

A Model of

- 1—cull belt.
- 2—discharge chute for culls.
- 3—leveling screws to adjust rollers.
- 4—hand nut to adjust sizes of first fruit to be separated.
- 5—hand nut to regulate “upper” limit of medium size fruit.
- 6—hand nut to regulate limit of larger size fruit.
- 7—conveyor to dispose of crates and baskets.
- 8—sliding guide for fruit.
- 9—cranks to control distribution of fruit to packers.
- 10—adjustable bin division board to divide bin according to amount of fruit of each grade.
- 11—shelf for fruit to be crated.
- 12—bin door through which fruit passes.
- 13—shelf for holding bushel baskets.



Sizing Operation

The above machine is shown equipped for peaches. This is a modification of the apple sizer. The following will give an idea as to how the machine operates in sizing apples.

FIRST. The reference numbers 21, 22, 23 and 24 show provision for separating into four sizes. The apple machine provides for separating into 5 sizes at least. The leg coming between 23 and 24 is moved toward the hopper end and all conveyor belts are located between the last two legs. When it becomes desirable to have more than five divisions of sizes, the space between the last two legs is increased and the distributing belt track between the packing bins is made wider. At the same time the width of belts is modified, being $4\frac{1}{2}$ and 6 inches instead of 7 and 8 inches as in the machine illustrated.

SECOND. The elements in the sizing belt are made up of spool rollers instead of cylindrical rollers.

The rolls may be considered as being ten spools placed end to end. Enough length of plain cylinder is placed between each two spools so that the spools are about 3 inch centers.

The rolls are in pairs. The roll ahead is carried on pin links on the conveying chains at the side of machine. These pin links also carry the drag links which receive the pins on which the roll following revolves. A filling strip covers the space between the rolls in each pair. The conveying chain travels on a level track and the roll ahead is therefore carried forward in a level path. The roll that follows is carried on a track that gradually descends. The space between pairs of rolls in the sizing belt forms ten pockets which are approximately squares, one diagonally, which

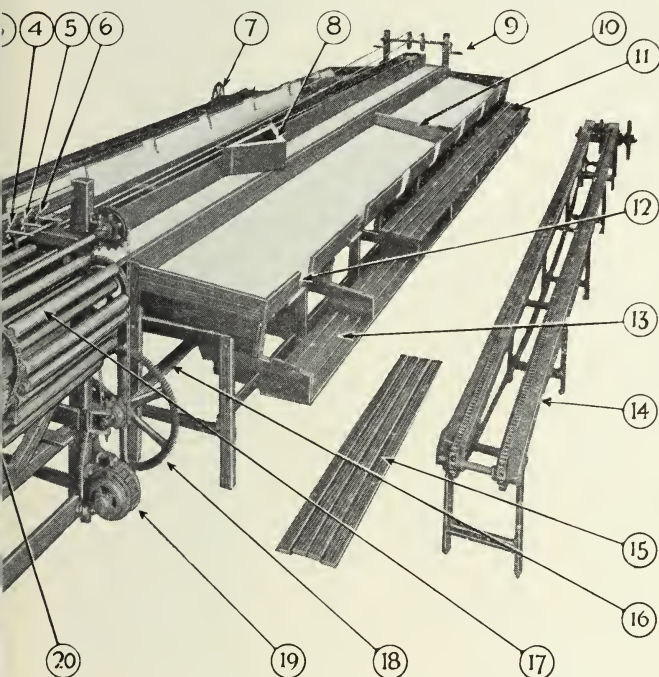


WRITE FOR PRICE

SKINNER MACHINERY CO.

ND PEACH SIZER

Convenience



- 14—conveyor to dispose of crates and baskets.
- 15—upper shelf removed for fruit to be packed in baskets.
- 16—line shaft built into machine entire length of bin to drive distributing belt.
- 17—sizing belt of rollers.
- 18—gear driven by pinion on motor; where motor power is not available gear can be replaced by belt pulley driven from engine or main line shaft.
- 19—individual motor drive.
- 20—change gear to regulate speed of machine.
- 21—distributing belt for largest size fruit.
- 22—distributing belt for medium size fruit.
- 23—distributing belt for smallest fruit packed.
- 24—belt to dispose of under-size fruit.
- 25—self-feeding hopper.
- 26—roller grading belt.

Apple Sizer

may be called the longitudinal diagonal, that is it lies in the direction of the line of travel of the sizing belt. As the roll advances along the descending track the longitudinal diagonal of the square pockets increases. In effect this is as though the apple were supported by bars forming a square and as the square advances it were to be progressively enlarged.

This means that the apple would drop through when the square becomes larger than the largest diameter of the apple.

The surface under the distributing belts at the point where fruit drops through is deeply padded and division between sizes is made by braided cotton rope, thus preventing all chance of bruising.

THIRD. Between the sizing belt and distributing belts nine baffle curtains hang crossways of the distributing belts. They are in the spaces between pockets on the sizing belts.

An apple traveling along on the distributing belt pushes the lower edge of this baffle curtain before it so that if another apple drops, it falls against the curtain and the fall is broken before one fruit comes in contact with fruit already on the belt.

FOURTH. When apples are to be packed in bushels and barrels only, the ledges 11 and 14 are omitted and a swinging support for bushel baskets is located under each bin front door. This support provides two levels at which the basket is held, the lower for filling, the higher for bringing the basket up to a convenient position for "ring tailing."

AND PARTICULARS

IPANY, DUNEDIN, FLORIDA





West Virginia Demonstration Community Packing House

"Yes, the West Virginia Demonstration Community Packing House is making good," says Hugh W. Prettyman, superintendent of the plant, which is located at Inwood, Berkeley County. "Although in operation only a little over a year, the demonstration given this year has been responsible for the establishment of six similar community houses in this and neighboring counties. Improved spray systems and lime-sulfur plants, commercial orchard demonstrations and market conferences have been held, and many orchards personally visited by us. Representatives from a score of states have come here to inspect the plant, besides the hundreds of people from almost every fruit-growing section of the country."

This packing plant, the first one of its kind in the United States, was established by the state college of agriculture in co-operation with fruit growers in the Inwood section. It is operated at the expense of the state, the fruit being provided by the Inwood Community Fruit Growers' Club, a flat rate being charged for the apples actually handled by the plant. The second report just made by Superintendent Prettyman and H. S. Vandervort, assistant director of agricultural extension, tells a great deal about the inside workings of the plant and some of the problems that had to be solved. The report somewhat condensed follows:

"The West Virginia Demonstration Apple Packing House has already proved to the growers by actual demonstration that the central packing house can handle satisfactorily a large apple crop either for an individual or a community group. The best evidence of this fact comes from the dealers and consumers who purchased the 'Johnny Applesed Brand' put up by the packing house last year. Statements from these dealers show that they were well pleased and many expressed themselves as did one dealer in England who said, 'The Johnny

Applesed Brand are the best apples we received this year.'

"The number of community groups who have come to the packing house this year to study its construction and operation is further evidence that the growers are realizing that a packing house of this kind is becoming a necessity. Most of the visitors came with the intention of building a house of similar construction, either for their own use or for the use of the community.

"The object of the State owned demonstration house is not only to show that such a plant is practical, but also to assist other communities and individuals to construct and operate their own plants.

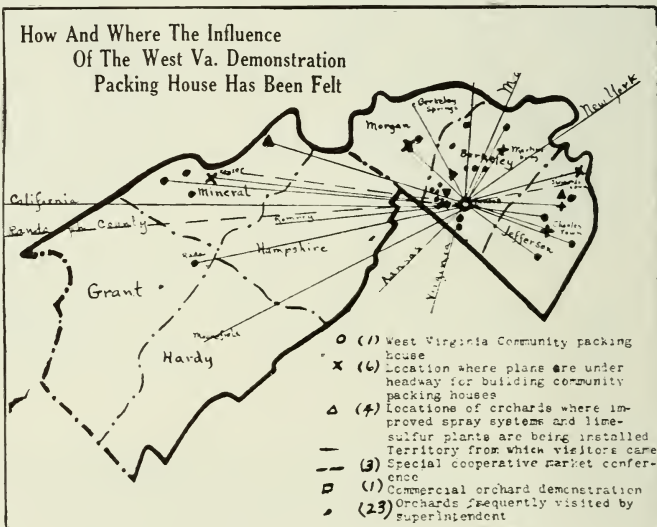
"A large canning plant which has been built this year by private interests near the demonstration house is in position to take

all the canning stock direct from the packing house without the necessity of loading into cars. This canning plant selected the location largely because of the packing house and the organization of fruit growers furnishing apples to the packing house.

"The experience of last year which this year has been further emphasized in

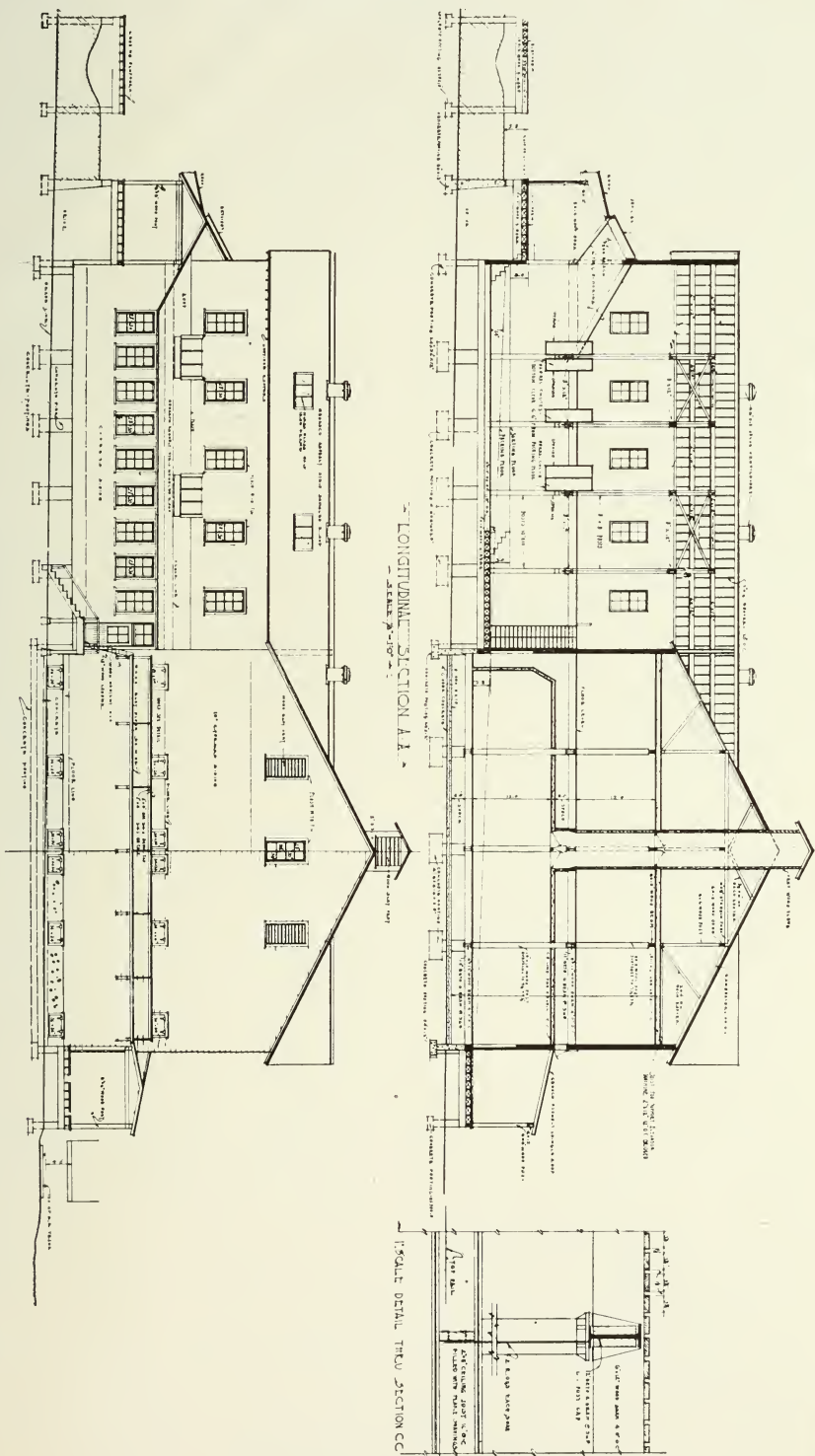
the minds of the growers shows that there is need of technical advice close at hand and always available especially during the spraying season. The growers feel that the packing house superintendent, who is in close touch with their business and who knows their local conditions, is the man who should give this advice and in a large measure exercise a certain amount of supervision over the spraying. This idea has been brought about largely because the growers are beginning to realize they must begin their packing and marketing of fruit by carrying out good orchard practice the year around. In order to supply this need the packing house superintendent next year will be the Horticultural specialist for that section of the state in which the packing house is located. He will keep in close

(Continued on Page 18)





Skinner Packing House News



LONGITUDINAL SECTION AND SIDE ELEVATION OF
WEST VIRGINIA DEMONSTRATION PACKING HOUSE



Skinner Packing House News



NEW PACKING HOUSE MANATEE FRUIT CO., LAKE WALES, FLORIDA

The house of the Manatee Fruit Company, Lake Wales, Florida, is interesting from several standpoints. The exterior of splendid appearance, photos of which we hope to print in an early issue, shows that the owners are anxious to have a building in keeping with the other buildings in the beautiful little city. The location in the midst of such thrifty and prolific groves as are about, and served by a railroad track on each of two sides, insures quantities of fruit coming in and most expeditious means of shipping.

In the selection and arrangement of packing house equipment the same excellent judgment has been exercised.

The one floor arrangement of this high capacity unit involves a larger building investment. This is well justified in an arrangement that is easy for one man to supervise and which also brings the fruit to each operation with minimum transfers. The directness with which fruit passes from truck to car appears upon tracing fruit through the house.

By means of clamp trucks, furnished by the Skinner Machinery Company, the field crates are moved in stacks three or four high from the auto truck and conveyed to a point convenient to the dumping belt. The man who feeds the dumping belt has emptied and stacked four crates and the truck takes them back to the 14 foot platform where the fruit is being unloaded. The feeder keeps the dumping belt full enough so that the roller sprinkler is always running full. A cross conveyor near the end of the dumping belt receives fruit from this belt after it has passed over a chute made of slats. At this point all sand and practically all trash are dropped. It will be noted that the fruit rolls off the end of the dumping belt so that sand from the field crates which becomes embedded in the canvas can do no harm to the fruit as it might do if the fruit were pushed off the side of the belt.

The roller sprinkler is built with a roller conveyor seventeen feet long which provides ample space for fruit to become thoroughly soaked before passing to the washer. The four roll, 16 foot Skinner Washer is the most effective and gentle means to be had for removing whitefly smut, spray stains, dust and in fact anything that hides the full beauty of the orange or grapefruit.

With determination that there should be super-thorough precaution that the condition of packed fruit should be fully 100% perfect, a fifty foot duplex drier and over capacity fan and a twelve foot spiral polisher are used. The polisher will be fitted with pockets for applying parafin.

The roller grading belt is made 20 inches wide so that fruit might travel a little slower than usual thus insuring against the graders missing any defective fruit.

The forty foot Parker Quick Change Sizers provide for packing five grades of fruit. A special feature of this installation includes box chutes built into the sizers. Another feature that becomes standard practice with the Skinner Machinery Company this year is to build the Parker Sizer with divided belts instead of using a single wide belt. This provides space for building posts and avoids the tendency that sometimes shows in a wide belt for the edges to raise off the belt track.

The automatic box conveyors and Skinner box presses and strapping reels provide almost automatic means of taking the packed boxes from the packer and placing them ready to be picked up by clamp trucks and taken into the cars at the sides of the building.

The building and arrangement of machinery contemplate the addition of a duplicate to this outfit providing for doubling the capacity.

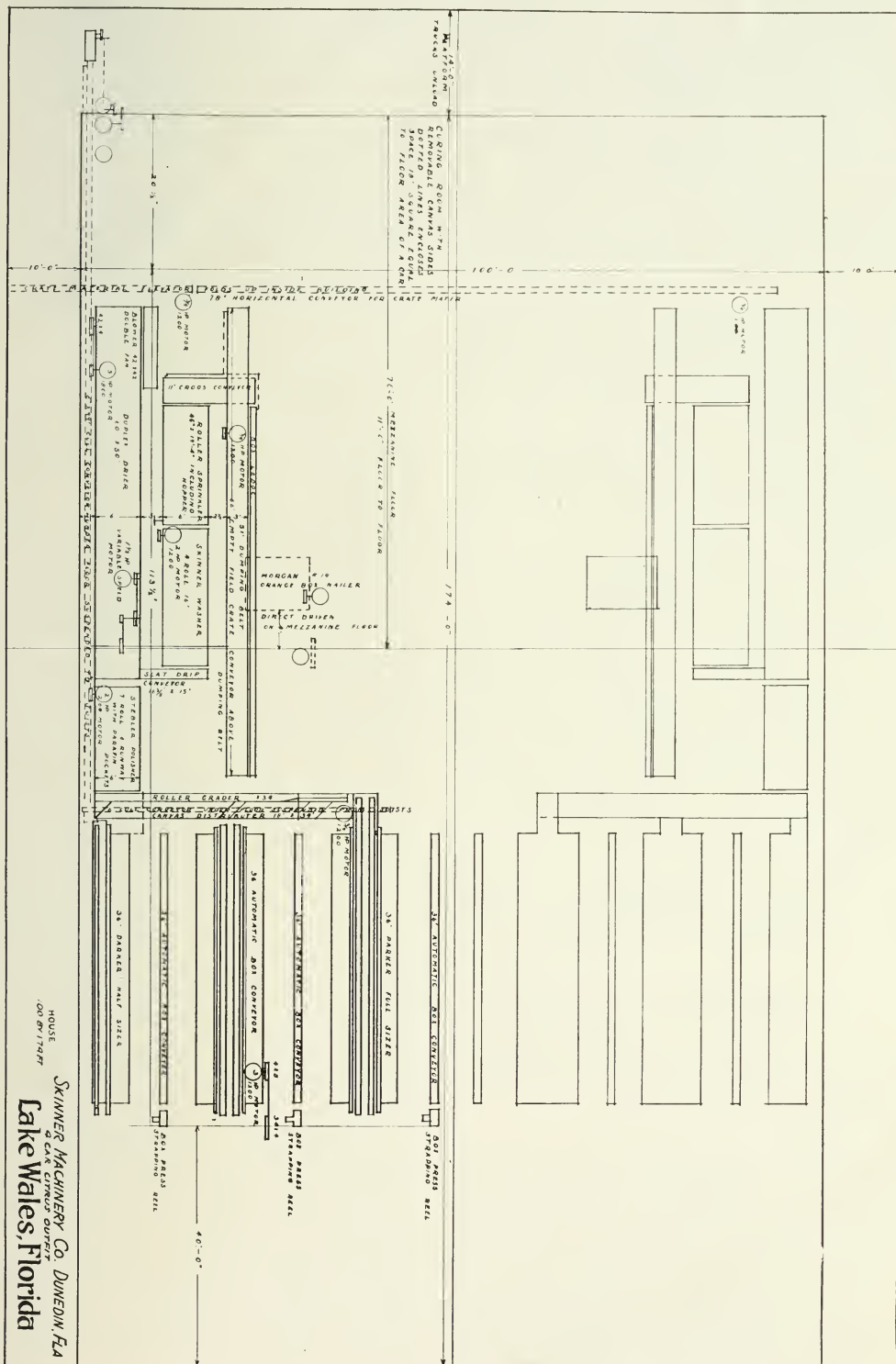
A mezzanine floor above the receiving end is fitted with crate material elevator and conveyor. The crate material elevator unfolds so that the end will project a couple of feet into the open car door. It carries the material at an angle of about 30 degrees to the mezzanine floor and drops it upon a horizontal conveyor which carries it to the far side of the house unless the attendant wants to lift it off at some intermediate point. The folding feature allows the elevator to be folded away from the car and into its niche behind a door which encloses it when not in use.

The Morgan box making machine on the mezzanine floor is located centrally with reference to the empty box chutes which convey the boxes to the packers.

Provision is made for removal of culls from packers and graders. The culls are carried on canvas conveyors under the floor to the side of the building and from there to the front where they are elevated to a sanitary cull bin from which they are drawn out through a slide door at the proper height to discharge into boxes on the truck.

Space between end of drier and end of building is left for curing room curtains by means of which tight compartments may be made for holding the stacks of crates and the curing fumes. Ample windows and skylights insure plenty of light in all kinds of weather.

A further precaution against possibility of damp fruit consists of a variable speed motor driving the sprinkler and drier. By means of this, even on foggy mornings, the packing may go on almost unhampered. On such mornings the motor is slowed down until it carries about half of the normal load. As the day gets brighter the speed of the motor is gradually increased so that when the sun comes out the full capacity of the house may be attained.





BROGDEX REVIEW



"Fruit to the consumer in as perfect condition as when it leaves the tree"

USERS OF BROGDEX METHOD ENDORSE IT

The following letter from one of the Florida packing houses using the Brogdex Method during the past season is typical of many such letters received recently in the Winter Haven office of the Brogdex Company. The original of this letter is on file and may be seen by anyone interested.

"The Brogdex Method of packing citrus fruit was installed in our packing house December 9, 1921. Every box of fruit put through the house since that date has been Brogdexed and the result has been highly satisfactory.

"Fruit packed by this method holds its original shape, appearance and firmness and does not wrinkle, shrivel or soften, the treatment adding greatly to its keeping qualities.

"On the 9th. of December, the date Brogdex was installed in our house, I selected four seedling oranges that had been damaged by thorn prick. They all were as near alike as possible to select, both as to damage and maturity. I Brogdexed one of the four and placed them on a shelf for future reference. January 1, 22 days later, the three oranges not treated had melted away, nothing being left but the shell. The Brogdexed orange remained firm and showed no sign of deterioration, shrinkage or withering until the third week in March some ninety days later. This was a fair, absolute and concrete test of the Brogdex Method.

"I am making this statement in justice to the Brogdex Method and wish to endorse it unconditionally. The Brogdex Method is a fine thing and the fruit traders of the world should know it."

FAVORING BROGDEX METHOD

Here is a letter from a large fruit broker in Davenport, Iowa, that shows what some of the big fruit dealers are thinking about the Brogdex Method:

"Brogdex Company,
"Los Angeles, California.
"Gentlemen:

"We have received the sample of orange and lemon recently sent us by parcel post. These were received on April 5th. They came in perfect condition. The writer has them still on his desk and they appear as fresh and good as when first sent. We just received a car of grapefruit from the Florida Citrus Exchange that was treated by the Brogdex Method. This is the only car of grapefruit that has arrived to us in a sound condition. All other cars have

come in showing from ten to seventeen per cent decay.

"It seems to me that you have something that is going to revolutionize the shipping of fruit from distant points. The above are the only two instances that we have come in contact with this method and it looks to us like it is going to be a wonderful success. We will be glad to write you more regarding this after we have had more experience with it."

TO DENMARK AND BACK PROVES WORTH OF BROGDEX

Under the above heading the Winter Haven Chief of May 2, had the following to say regarding a shipment of Brogdexed and unBrogdexed fruit to Denmark:

"Chas. Barnes manager of the Winter Haven Exchange, showed us some Brogdexed fruit this week that convinces us that the process is all that is claimed for it.

"The Winter Haven Exchange has been doing some experimenting on its own account this season. A strap of grapefruit was prepared at the packing house during the regular run. One half was treated with Brogdex and the other half going out under usual conditions. The strap was then expressed to New York City and sent by boat to Denmark. From Copenhagen it was returned to the office here. It had just returned from its three months journey when we saw it. The Processed fruit was solid and apparently as good as the day it was packed. The untreated half of the box was a mass of rotted pulp fit only for the refuse heap.

"This is certainly as severe a test as could be demanded by the most skeptical. It was more than a success. It was a revelation. A test that solves the export market problem, saying nothing of the saving of the difference in cost between icing and Brogdexing the splendid results achieved in keeping the fruit solid and fresh cannot but lend a stimulus to the citrus industry that nothing in the past has ever done.

"Right now the Chief predicts that the Brogdex enterprise in Winter Haven is destined to become one of the biggest enterprises in the state and we haven't a share of stock or any other interest in the company outside the interest that any local citizen of Winter Haven should have.

"It deserves to grow because it has proven itself all that its most sanguine supporters have hoped for it.

Quality and pack helps create demand.—
The Packer.

BROGDEX NEWS NOTES

Mr. W. M. Hampton, secretary of the Brogdex Company is visiting the Pacific Division of the Company and will be in California for several weeks.

Miss Marion G. Fisher who has been connected with the Brogdex Company in Winter Haven for the past six months is spending a two month vacation with relatives in Medina, Ohio.

Mr. H. J. Skivington who has been circulating among the fruit brokers of Cleveland, Detroit, Pittsburgh and Chicago, reports finding numerous Brogdex Boosters and a sharp demand for Brogdex fruit.

Negotiations are now being made with a large firm for exclusive rights to Brogdex fruit in Central American countries and the West Indies. Another firm is anxious to obtain the rights to use the Brogdex Method in South Africa where they hope to Brogdex for export shipments commencing in June.

The cluster of grapefruit illustrated in the last issue of these pages is still hanging in the offices of the Brogdex Company at Winter Haven. It is over fourteen weeks since this fruit was Brogdexed and it is still in excellent condition and none of the fruit has fallen from the twig.

Mr. Ira Gibson about whom we wrote in the last issue of the News claims that his test of Brogdex Method on eggs was thoroughly successful. Mr. Gibson's test was with six eggs Brogdexed and six unBrogdexed. According to our last report three each of the two kinds of eggs had been opened with the Brogdexed eggs in each case fresh and the unBrogdexed ones starting to turn. Mr. Gibson states that he found the same results in opening the remaining six eggs. The Brogdexed eggs being quite fresh each week and the unBrogdexed eggs bad. Mr. Gibson who holds forth at Eagle Lake has now another Brogdex test with eggs underway. He has stored Brogdexed and unBrogdexed eggs in a warm closet for three months. Our private opinion is that Mr. Gibson will develop a new breed of chicken and we suggest that he call it the Brogdex Chicken and guarantee it to stay tender until eaten.

HOPE SPRINGS ETERNAL

A reader of the News in DeLand, Florida, writes us as follows:

"I am 85. If I be Brogdexed will I live to be 1000?"

We have referred this query to the Brogdex Company for a more intelligent reply than we are able to give but for the benefit of other readers who may have the same question in mind but lack the temerity to ask it we will give the following information.

The Brogdex Method has been tried on all manner of things belonging to the fruit and vegetable world with varying degrees of success but so far as we know no one has ventured to test it on the human family and Heaven only knows what potential possibilities it has for rejuvenating the human system. However, we are of the opinion that if our friend from DeLand wishes to live one thousand years he had better consult a book which if our memory serves us right is entitled "Life" and is concerning the work of the famous Russian scientist Dr. Serge Veronoff.

STILL IN CONSTRUCTION BUSINESS

The fireproof construction work of Brogden, Ricketts and Haworth Company, which is being carried on by the Brogdex Company with headquarters in Winter Haven, is well known throughout Florida as numerous large buildings stand as evidence of their efficiency as construction engineers.

They are operating under a new name but have not discontinued the construction of fireproof buildings. They have ample and up-to-date equipment for any size job and have several well known building experts in their organization.

They have built citrus packing houses at the following places in Florida. Lake Alfred, Lucerne Park, Alturas, DeLand, Ft. Pierce and Vero.

They have specialized in citrus packing house construction in recent years and will be glad to consult with anyone contemplating building either packing houses or other buildings. Write Construction Department, Brogdex Company, Winter Haven, Florida.

CHECK, CLIP AND MAIL TO Brogdex Company Winter Haven, Fla.

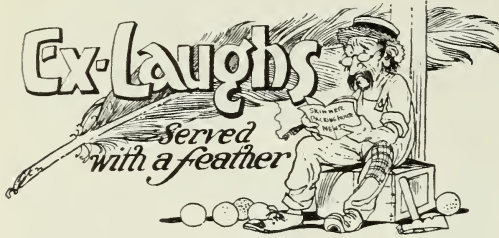
I am interested in:

- Brogdex Method of handling fruit.
- The Syke-Rap.
- The Brogdex Branding Machine.
- Packing House Construction.

Name

Address

This will bring you complete and detailed information.



Heredity

A schoolmaster wrote this brief criticism on a boy's report: "A good worker, but talks too much."

When the report came back signed according to rule by the boy's father it bore besides the signature this feeling retort: "You should hear his mother!"

Brevity

Tom Callahan was working for a railroad. The Superintendent told him to go along the line looking for washouts.

"And don't be so long winded in your next report as you have been in the past," said the superintendent; "Just report the condition of the roadbed as you find it, and don't use a lot of needless words that are not to the point. Write a business letter, not a love letter."

Tom proceeded on his tour of inspection, and when he reached the river, he wrote this report to the superintendent:

"Sir: Where the railroad was the river is."—Trumbull Cheer.

To the King of Consumers with Brogdex

Rumor has it that Mr. Ricketts has been cleaning up his guns preparatory to a trip to Africa. If Mr. Ricketts will place a little Brogdex on the lions tails he can catch them alive.

'Ens and Ducks

A compositor setting Spanish ran out of lower case n's—n's with a curly cue accent over them—and asked a fellow compositor for a few Spanish n's to carry on with.

"Eh! What?" asked the worthy, "Spanish 'ens: no. I 'aven't hany; but I 'ave some fine Muscovy ducks."—Tips.

A Recipe

This Home Brew is Guaranteed Harmless

Chase a bullfrog three miles and gather the hops; add malted milk and corn plasters; simmer, and turn toward the east; strain through an I. W. W.'s sock to keep it from working; pour into brown bottles, dropping a live grasshopper in each to furnish the kick.—Exchange.

Question Box

Dear Tom: Please state in your columns what is good for fruit tree worms. A. B.

A. B.: What's the matter with the worms?

Say it with Smelling

A small boy was sent to the grocery by his mother to get a quart of vinegar. On the way to the store he forgot what it was he was sent for. However, he was equal to the occasion for going up to the grocer he pulled out the cork with a ker-plunk, slammed the jug on the counter and said, "Smell o' that and gimme a quart."

The Stenog's Vacation

(Sung by her boss)

My tYpust is oi hor cacation,

My trpist's awau fpr a week,

My trputd us in hwr vacarion,
Wgile thse damu kews pply hudge and seek.

Cgoras:

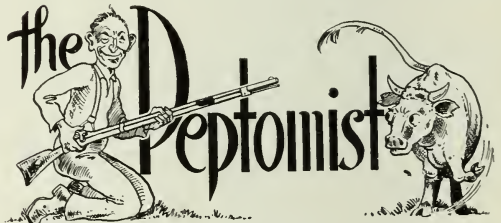
Oy, breng boxk, bting bzek,

Brung becj mu bOnnie ti my, tp mr;

B)&ng b\$xj, b6ng, bicx,

Pjing bozk m% beinino-o mx; CH Helk?

—F. & H. News.



Reader wants to know if Dun eden is a bilious place.

If you don't bother your conscience your conscience won't bother you.

There's something else besides trouble brewing in many a home today.

It's easy to make both ends meet when you burn the candle at both ends.

If you want to make headway in life you must make your head your headquarters.

West Virginia Demonstration Community Packing House

(Continued from Page 12)

touch with the entomologists, plant pathologists, and others and furnish any information valuable to growers and whenever necessary visit the orchard men and see that their orchard practice is such as to enable them to produce fruit which can be packed right.

"The map represents graphically the work of the packing house this year. From this map it is seen that the influence of the packing house is being extended to most all of the important fruit sections of the eastern part of West Virginia."



EVERYTHING FOR THE PACKING HOUSE

- | | | |
|--------------------------------|--------------------------------|-------------------------------|
| —Apple Machinery | —“Friend” Sprayers | —Picking Ladders |
| —Automatic Box Dumping Machine | —“Friend” Spraying Specialties | —Plans, Packing House |
| —Bags, Picking | —Gang Plank | —Platform Elevator |
| —Barrel Heading Press | —Generators | —Polishers |
| —Bates Steel Mule | —Grading Belt, Canvas | —Pulleys |
| —Bearings | —Grading Belt, Rollers | —Pumps, Packing House |
| —Bearings, Ball | —Grapefruit Packs and Sizes | —Pumps, Spray |
| —Belting | —Hatchets, Box | —Reels, Strapping |
| —Belts, Conveyor | —Heating Systems for Drying | —Repair Parts |
| —Belt Supplies | —Hoes, Scuffle | —Repairs and Service |
| —Blowers | —Hose, Spray | —Re-Weighing Machine |
| —Box Conveyors | —Housings | —Scales |
| —Box Dumping Machines | —Hydraulic Barrel Press | —Scuffle, Hoes |
| —Box Elevator | —Ladders | —Service and Repairs |
| —Box Hatchets | —Lighting Generators | —Sizers |
| —Box Machines | | —Soaking Tank |
| —Box Material Conveyor | | —Special Bearings |
| —Box Maker’s Bench | | —Special-Made Machinery |
| —Box-Nailing Machine | | —Spray Engines |
| —Box, Press | | —Spray Hose |
| —Brushes | | —Spray Outfits |
| —Car Movers | | —Spray Pumps |
| —Car Squeeze | | —Spray Guns |
| —Citrus Machinery | | —Spray Pumps, Fittings |
| —Clamp Trucks | | —Skinner Sprayers |
| —Coke Heaters | | —Sprayers, Tractor |
| —Conveyors, Box | | —Sprinkler Elevators |
| —Cucumber Machinery | | —Sprinklers |
| —Conveyors, Drip | | —Squeeze, Car |
| —Crate-Material Elevator | | —Strapping Reel |
| —Drip Conveyor | | —Sprocket Wheels |
| —Dryers | | —Sprocket Chain |
| —Electric Generators | | —Tomato Machinery |
| —Electric Motors | | —Transmissions |
| —Electric Winding Engine | | —Trailers, Miami |
| —Elevating Sprinklers | | —Trucks, Clamp |
| —Elevators, Platform | | —Trucks, 4-Wheel |
| —Empty-Box Elevator | | —Vegetable Grading Machinery |
| —Engines, Gasoline | | —Washer Brushes |
| —Engines, Kerosene | | —Washers |
| —Engines, Spray | | —Weighing Machines |
| —Fan Ventilating | | —Winding Engine for Elevators |
| —“Friend” Spray-Gun | | |

Check the items in which you are interested in this list. Use the coupon on next page.

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| —Motors |
| —Miami Trailers |
| —Morgan Box Machines |
| —Movers, Car |
| —Nailing Machines |
| —Nail Strippers |
| —Onion Machinery |
| —Orange Packs and Sizes |
| —Packing House Plans |
| —Packing House Pumps |
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| —Pear Machinery |
| —Picking Bags |

SKINNER MACHINERY CO.

“Golden Rule”

Fruit Packing Equipment

DUNEDIN, FLORIDA



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Check the items in which you are interested. Tear off this page and return to the Skinner Machinery Company, Dunedin, Florida.

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—Coke Heaters trees.

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Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly. May, 1922.

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Skinner Packing House News

*A Monthly Publication Devoted to Fruit and Vegetable
Packing Houses and Allied Interests*

VOLUME 1

JUNE 1922

NUMBER 6



Published by
SKINNER MACHINERY COMPANY
World's Largest Makers of
FRUIT PACKING EQUIPMENT
DUNEDIN, FLORIDA



Skinner Packing House News



A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests.

Published By

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Dunedin,

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CHANGE OF ADDRESS

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Give new and old address.

Volume 1.

JUNE, 1922.

Number 6.

Florida State Horticultural Society

The history of the development of horticulture in Florida is extremely entertaining and contains much of romance and adventure and toil and hardship but like all good stories has a happy ending with fortune favoring the heroes. Present day conditions of the fruit and vegetable industry are truly remarkable when one considers the handicaps and setbacks which have occurred and which belong to the past.

Wonderful cultural conditions, freedom from dangerous diseases and insects, splendid packing houses and marketing facilities, a real demand in the markets for Florida grown products, meaning good prices—are the results of the cooperative work of the Florida Growers who not very many years ago had faith in the future of horticulture in this State and who persistently plodded on in spite of all discouragement until the present time success when not only they reap a reward but anyone may share in the benefit of their labors.

Not a small part of the success we mention should be credited to the Florida Horticultural Society which during each year of its existence has lead the effort to better horticultural conditions in Florida. This society was organized at Ocala in 1888 with 18 members. The membership at

present totals nearly 2000. Since its organization the Society has met annually at various places in the State for the election of officers, talks by prominent horticulturists, discussion of problems, etc. Since 1892 the proceedings of the regular meetings have been printed and a copy sent to each member.

The Horticultural Society has done much to promote interest in horticulture and to disseminate information regarding various matters pertaining to it. It has been instrumental in having enacted legislation favorable to the fruit and vegetable industry in Florida. It lead the fight for the eradication of citrus canker in this state, one of the greatest accomplishments in the history of Florida horticulture. However there is a great deal of work yet to be done and the Horticultural Society has many tasks ahead. What it needs more than anything else is the cooperative interest of all its members—and more members. Every member can do something for the Society if only to bring in one new member. The Society should number at least 5000 by the next meeting and everyone is urged to send the membership fee which is \$1.00 to the Secretary, Mr. B. F. Floyd, Orlando, Fla. You do not have to be a resident of Florida to join and it takes no effort of the imagination to see what the benefits of membership are.

One of the most successful meetings of the Society was held in Lakeland during May of this year. The meeting place chosen for next year was Orlando. Here's hoping that the Orlando meeting will be the biggest and best ever and by that time the Society will have at least doubled in size.

THE PSALM OF BUSINESS

Tell me not in smiling numbers
Selling costs are what they seem,
And the man who cuts for business
Gets the lion's share of cream.

If you strive to build a business,
Do not be a human sieve—
Letting leak your needed profit.
Trusting luck will let you live.

Lives of dead ones all remind us
What it means to sell on guess—
Their departure makes us keener
To sell right and not sell less.

For no trade can long be loyal
To a man who's all regrets—
Can't deliver—who's just living
On the interest of his debts.

—Anon.—From "Tips."

GRADING, PACKING AND PACKAGES FOR CANADIAN FRUIT

At the Dominion Fruit Conference held at Ottawa during February recommendations were made regarding grading, packing and packages for Canadian fruits and it is expected that these recommendations will eventually become law. A report of these resolutions taken from the Canadian Horticulturist of March will be of interest to many readers of the Packing House News:

"In future, Canadian apples packed in boxes will be graded to a higher standard than those standardized in the Western States. The Conference resolved unanimously to recommend the grade names, Extra Fancy, Fancy, and C., in place of the Canadian grade names of number one, two and three, and to adopt grade definitions superior to those recommended by Western United States fruit growers and shippers at a recent conference in Spokane, Washington, for 1922. Fancy apples produced in Canada must be fancy in fact as well as in name, was the contention of the committee that submitted the resolution, and all delegates supported the contention.

"It was recommended also that the three 'combination' grades, as defined in the Washington State grading rules, be made standard grades for Canadian boxed apples, but that there be no grade for orchard run.

"A recommendation will be made to the Government to forbid in future the use of such terms as 'orchard run' or 'straight pack,' in addition to the grade mark, No. 3, for apples packed in closed packages.

"Grades for tender fruits in open packages were recommended and made permissible but not to be legalized at present.

"By unanimous resolution, the Conference also decided to recommend to the Gov-

ernment the legalization of the half barrel for use in Canada. Heretofore, this package has been legally used for apples in the export trade only, and for this purpose has been employed quite extensively in Nova Scotia. The package is not especially popular in Great Britain, but its standardization as to size and specification was thought desirable.

"Another resolution advised that any action taken respecting apples apply also to pears and crab-apples.

"A resolution was adopted, sponsored by Senator E. D. Smith, Winona, and seconded by T. J. Mahony, Grimsby, recommending that the three-quart basket for grapes be changed to one of the same size as the 'pony' basket, used in the United States. Another, moved by G. A. Welstead, St. Catharines, and seconded by A. M. McCallum, Winnipeg, recommended that the Fruit Branch be given power to issue permits to growers to use the so-called 12-quart basket for bulk shipments of grapes in Canada.

"A resolution was carried, moved by C. L. Lowe, Vernon, B.C., and seconded by Thos. Abriel, Nakusp, B.C., asking that the depth of plum and prune boxes be changed from 3½ inches to 3¼ inches, and of the cherry box, or lug, from 5½ inches to 3½ inches.

"That this conference recommend the adoption for use in Canada of the United States standard pint, and the United States standard quart berry and currant boxes, and that this regulation shall come into effect this current season, excepting that the boxes now in use be recognized as lawful packages in order to permit stocks on hand to be utilized until Oct. 1, 1923."

SKINNER SCUFFLE HOE



A Better Tool for Garden, Grove or Farm

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BIG FRUIT MARKETING PLAN EXPECTED TO INCLUDE FRUIT BELT OF FIVE STATES

Morgantown, W. Va., May 21.—Probably the most important fruit marketing plan that has ever been developed in the eastern half of the United States is now being considered by the fruit growers of Maryland, West Virginia, Virginia, Pennsylvania and New Jersey. As it includes the fruit from the entire Appalachian section, it promises not only to rival the great western fruit organizations, but to be one of the largest cooperative movements in the East, as it represents the second largest fruit region in the world.

The general plan is to organize a number of small community packing houses around such central shipping points as Martinsburg, Inwood, Winchester, Staunton, Hagerstown, Hancock, Keyser and others where the pack can be standardized and inspected. It has long been known that production was a big problem of the fruit grower, but now the key to successful fruit marketing is known to be a standard pack. Federal inspection at point of origin, which was started successfully last year at the Inwood, West Virginia, demonstration packing plant will probably be extended this year.

The various packing houses are to be grouped into local selling associations, such as the Martinsburg Fruit Exchange, the Inwood Fruit Growers' Club, the Hancock Cooperative Packing Association, the Virginia Fruit Growers, the Upper Potomac Fruit Exchange and others. These local selling organizations are to be united into one large sales service which will probably be called the Appalachian Cooperative Fruit Exchange, and hold membership in the Federated Fruit Growers. In lieu of this, these local selling associations will accept membership in the Federated Fruit Growers.

No accurate estimate of the possible production of this whole wonderful fruit district can be given, but an idea of its size may be obtained from the fact that in 1920 the Shenandoah-Cumberland region alone produced upwards of 6,000,000 barrels.

The figures for the Martinsburg Fruit Exchange for 1920 showed that it was serving 120 fruit growers with a total of 7,000 acres of orchard, while in 1921 there were only 82 men being served but their total acreage was more than 9,000. This acreage of 1921 shows that the larger fruit growers are becoming more and more interested in cooperative marketing efforts.

The West Virginia demonstration packing plant at Inwood expects to pack from 12,000 to 15,000 barrels this year, despite the decrease in the size of the crop due

to the recent freeze. This freeze is estimated to have cut the yield down from 800 cars to about 250 cars. These figures from the Inwood plant are probably an indication of what other plants may do.

The crop that escaped the freeze was largely York Imperials, Rome Beauties and North-Wester Greenings in West Virginia, but this varied, of course, with other fruit belts.

The formation of the Federated Fruit Growers is the result of the activities of the fruit marketing committee of 21 of the American Farm Bureau Federation, of which Grav Silver, of West Virginia is a member. B. F. Moomaw, of Virginia, is a member of the temporary board of directors elected by the Federated Fruit Growers at their recent organization meeting. This organization is completely grower-owned and grower-controlled.

FEDERATED FRUIT GROWERS ORGANIZED

A national sales agency, the Federated Fruit Growers, to cooperatively market the American fruit crop has been created in Chicago. J. S. Edwards was elected vice-president of the new organization and given managerial authority and instructed to proceed with the formation of a sales department. The principal office of the new organization will be in Chicago.

The establishment of this agency is the result of the work of the Producers National Fruit Marketing Committee appointed by the American Farm Bureau Federation to develop and improve marketing systems for the fruit growers of America. This committee, consisting of 22 men, has made a complete analysis of the various factors affecting fruit marketing, has closely studied the work of the various cooperative fruit marketing organizations and as a result has developed a plan for correlation of these local cooperatives into one national organization.—The Citrus Industry.

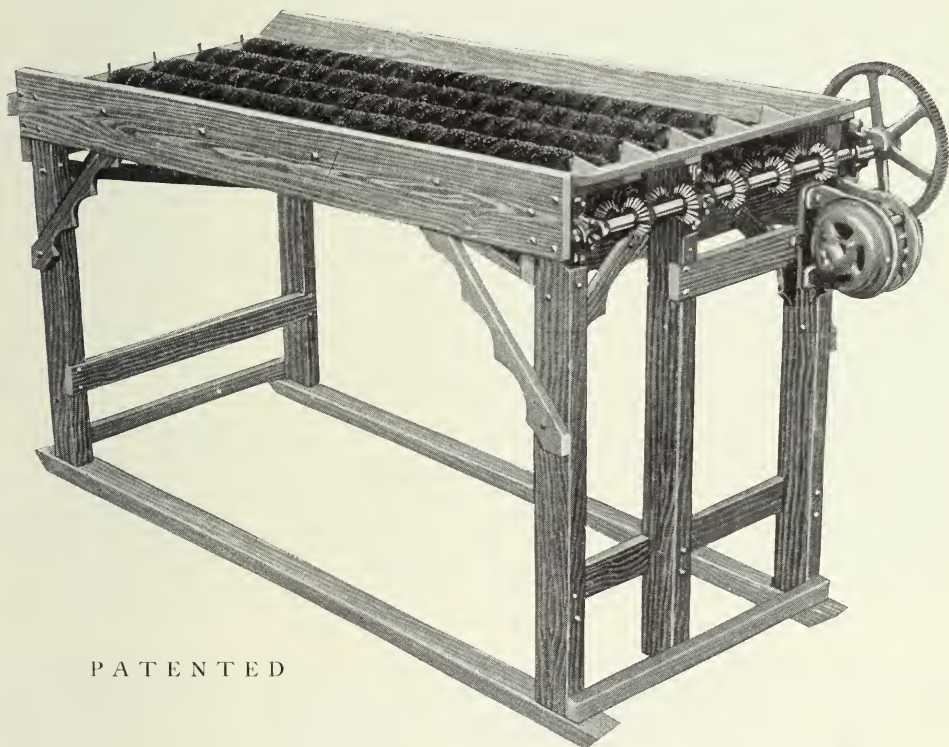
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CUSHING SPIRAL POLISHER

With Individual Motor Drive



P A T E N T E D

The Spiral Polisher has a well deserved popularity with packers. It is especially noted for its durability. The high grade materials and thorough workmanship used in its construction throughout and the particular attention which is given toward making a good brush are reasons behind this durability.

The principle on which the spiral polisher works and the long pliable pile on the brushes have always been found to be efficient, resulting in a high capacity of work well done.

In the Cushing Polisher the Spiral Polisher becomes all that could be desired. It has all of the good features of the Spiral Polisher, and to

these has been added the feature of the differential spiral. One roll has a spiral of one certain pitch, while the one adjacent has a spiral with a different pitch. The operation of this new principle causes the fruit to turn gradually about a different axis from that on which the brushes spin, with the result that all parts of their surface are polished equally.

When the direct motor drive is used it is often convenient to extend the main shaft through the end bearing and on this extension put a sprocket to drive the dryer direct from the polisher. The sturdy frame work and high grade bearings used make this wholly practicable.

Skinner Machinery Company

Broadway

Dunedin, Florida

ADVANTAGES OF PACKING APPLES AND PEACHES BY UP TO DATE METHODS

It really simmers down to a question of not being able to fool all the people all the time, this matter of grading and sizing fruits. There was a day not so far distant when it didn't matter much how fruits were packed and only those fruits which would stand rough treatment were grown for shipping. Whereas now, with modern methods of handling, the finer and more delicate varieties may be raised profitably and all fruits must be culled, sized, and packed attractively or they fall by the wayside when placed in competition with other fruits in the markets of the world.

Growers are prone to be careless of the manner in which their products are handled after they leave their hands for the work of packing and marketing. It is a fact that many producers who put forth every effort to grow first class fruit loose much of the value of their labor in the rush to get it to market when it reaches maturity or are negligent of their own interests because of lack of knowledge of just what careful grading and packing might mean to them in actual dollars and cents. They fail to realize the need of so preparing their fruit so that it will sell on sight, that is so that when it reaches the market it will be recognized by the buyers as having been prepared in a manner which meets with the

It's an old axiom that a chain is as strong as the weakest link in it. For the produce business we might well substitute this one: A package of fruit is as good as the poorest fruit in it. Literally, of course, it is not, but it is to the buyer because the package will be judged not by the best but by the poorest fruit it contains.

Grading of apples and peaches should be done for both size and quality. There should be best, good and fair grades for appearance and those grades should be divided again according to standard sizes. Apple and peach growers might well profit from the experience of citrus growers in Florida and California as to the methods of grading and sizing, for if asked the question, citrus growers in these states would answer un-animously that it pays and pays well to grade and size fruit and to standardize packing methods. Standardization is one thing that is sadly lacking in the apple and peach industry. Someday all apples and peaches in the United States will be packed according to the same grades and then the packing problem will be a much simpler one and confusion on the markets which results nowadays from conflicting methods will be eliminated.

It might be explained that grading and sizing citrus fruits means two separate op-



SHOWING CRUDE METHOD OF PACKING PEACHES

absolute approval of their trade. There is a further value to well packed fruit. Competition in the fruit trade is keen and the grower whose fruit gains a reputation for being well packed will always find a ready sale for his products and his selling expense cut to a minimum.

erations. That is, when speaking of grading, citrus growers mean the taking out of culls and the separation of the fruit into the various "quality" grades. Each grade is then separated, as the second operation, according to size. In speaking of grading and sizing apples and peaches only one operation



SHOWING CRUDE METHOD OF PACKING APPLES IN THE FIELD

is generally meant, which is the taking out of culls and sizing according to diameter, because state grading rules mostly specify only grading according to size.

The advantages of grading according to quality are many. Fancy fruits may be grown and sold as such. Growers have an incentive to improve the quality of their crops. Better average prices will be obtained when fruit is sold according to quality and not only according to size.

A great part of the apple and peach crop of the United States is still packed by hand methods although machinery is on the market for taking care of practically every operation in packing fruit, offering a considerable saving in labor and an enormous increase in efficiency. Many apple and peach growers of course cannot afford to purchase machinery for packing fruit but they can co-operate with other growers in doing this and thus effect a saving from every standpoint for all.

One advantage in using machinery for packing fruit is the greater accuracy and uniformity of the work and the consequential elimination of the human error. A machine can be set for a definite size and it makes no mistakes, while a man may do better work in the morning than he would in the afternoon as he grows tired.

The greatest advantage in using mach-

inery is the saving of labor costs. It has been demonstrated by actual experiment in packing peaches that mechanical methods save at least one third of the labor necessary.

Grading from a machine has advantages over grading from a belt or table. The graders can do more accurate work and the machine saves labor by turning the fruit. The graders are less liable to hurt the fruit with their fingernails when handling it from a roller belt with a single layer of fruit, than they would from a box or bin.

Grading by machinery is a much cleaner process than grading by hand. The dirt and trash is removed before the fruit gets to the packers, leaving the grading rollers and other parts of the machinery neat and clean and has a tendency to make the packers neater in their work. Packers cannot be expected to be neat in a house which is messy in itself.

Another point in favor of packing fruit by modern methods is that it is more gently handled. It has been and is still the custom for fruit nurserymen to state in their catalogues that certain varieties don't amount to much but should be grown because they are good shippers and that other varieties are of excellent quality but should not be grown extensively because they will not stand handling. Modern methods of pack-



ing have knocked the spots out of this argument and growers may now plant the better flavored and textured fruits and expect to get them to the consumer in good condition.

The pictures on these pages illustrate crude methods of packing apples and peaches by hand. Number one gives an idea of the confusion which takes place where old fashioned methods are in vogue. Here it takes one grader for every packer, whereas with a machine one grader can take care of the fruit for a number of packers. Also here the graders throw the peaches into the baskets opposite them. This means bruising. This method requires altogether too much handling of the fruit. Note the baskets piled one on top of another allowing the fruit to become crushed. With the conveyors to bring in baskets of fruit for packing from the door, and to carry off empties and packed baskets, no damage would occur, much space would be saved and a great deal of labor eliminated. The second picture shows apples being packed by hand in the field with very little effort to cull or grade. It is hard to imagine fruit not getting bruised by this system.

Better grading, sizing and packing of apples and peaches will mean greater profits to the producers so why not a concerted effort among growers all over the country toward standardization of grades, and modern packing facilities.

BY-PRODUCTS PLANT SAVING MUCH FRUIT

The by-products plant at San Dimas, California, is using hundreds of tons of frosted fruit, and thus turning what would otherwise be a total loss to the growers and shippers, into appetizing products, which bring a reasonable profit. Fruit which, due to the cold weather, would not have stood shipment, but which was perfectly palatable if processed, is being used, and as a result hundreds of gallons of sweet orange juice have been marketed, as well as large quantities of orange oil used in flavoring, and many gallons of orange vinegar. Vinegar made from the pure orange juice is said to have a flavor all its own, and to be winning its way with the housewives, wherever it is used. Dehydrated orange peel is another product of this rapidly growing industry.

These by-products of the orange industry are being shipped in car lots to the eastern markets, and are finding a ready sale. It is anticipated that the plant will be kept busy until next December, as by the time the navels are gone the Valencias will be ready to work on. At the rate the plant is now working, the total amount processed by December will run beyond twelve thousand tons.

SKINNER COKE HEATERS

Effective and Economical

Let the profits of this year protect next year's crop. Purchase coke heaters and secure your trees against damage by frost, which is bound to occur every few years. Ask us to explain to you why coke is better than oil for orchard heating purposes.

Protect your
Trees
Buds
Blossoms
Fruit

Against Freezing
30 ins. high
12 ins. diameter.
Quickly lighted



A pronounced improvement on the old style oil heaters.

For further information write

SKINNER MACHINERY CO.,

**Broadway
Dunedin, Florida**

ARE YOU READING *The PRODUCE NEWS*

Growers and shippers of fruits and vegetables cannot afford to be without reliable information regarding markets for their products. The Produce News of New York, Chicago and Los Angeles will give you this information and keep you posted on all matters pertaining to the produce industry, every week for \$2.00 a year. Send subscriptions to: The Produce News, Dept. 20, 6 Harrison St., New York, N. Y.



NEWS AND FACTORY NOTES.

Mr. H. B. Hatch of the Skinner Machinery Company spent two weeks during the latter part of May on the Florida East Coast taking care of orders for machinery for several packing houses in that section.

There have been several additions to the force of the Skinner Machinery Company. Among others Mr. G. P. Webb has been employed as timekeeper, Mr. E. M. Crum in the drafting department and Chester Smith to help in mailing the Packing House News.

Mr. W. E. Lee will put in a ten car capacity plant in his packing house at Auburndale, Florida, instead of a nine car outfit as at first planned. In this plant Mr. Lee will put in conveyors for both full and empty boxes also cull conveyors. In fact he intends to eliminate every possible labor expense.

SKINNER MACHINERY COMPANY BASEBALL TEAM

One of the strongest baseball teams in this section of the country has been organized by the Skinner Machinery Company of Dunedin, Florida. They have played six games to date, defeating Largo, Safety Harbor, Tarpon Springs and Oldsmar twice.

Saturday May 20 they dropped their first game to the fast Cox Sporting Goods team of Tampa by the score of 6 to 3. The batteries were: Cox Sporting Goods, Stalnaker and W. Geiger; Skinner Machinery, Hicks and McClean.

On May 25th, the Skinner Machinery team defeated the Tarpon Springs team by a score of 6 to 3. The twirling of Overcash for the winners was the feature of this game.

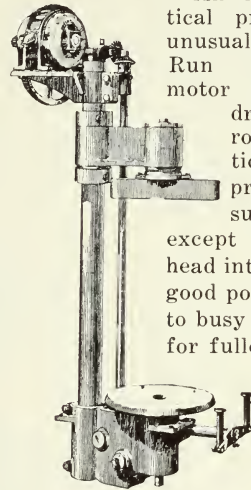
A nifty lot of suits have been ordered and work has been started on a diamond. L. C. Wright, Engineer of the Skinner Machinery Co's. Ice Plant, is manager of the team. A picture of the team will be presented in an early issue of the Packing House News.

REASONS FOR SPRAYING

The most important reasons for spraying fruit trees to control insects and diseases may be summed up in the following: To raise higher grades of fruit, to raise more fruit per tree, and to increase the general health conditions of the tree so that it is better able to withstand the ravages of nature in the form of freezes and storms.

Read the article in this issue by Peggy Poe. This gives a new angle to the spraying question and a woman's viewpoint. Also tells the value of cooperation.

SKINNER HYDRAULIC BARREL HEADING PRESS



An improved, practical press that does unusually good work. Run by individual motor drive, or belt drive. Valves are rotary type, practically wear proof. Pump consumes no power except when pressing head into barrel. Other good points that appeal to busy men. Write us for fuller description.

Write for
Particulars

IT'S NEVER TOO EARLY TO ORDER

NEXT SEASON'S PACKING HOUSE NEEDS



BE ON TIME

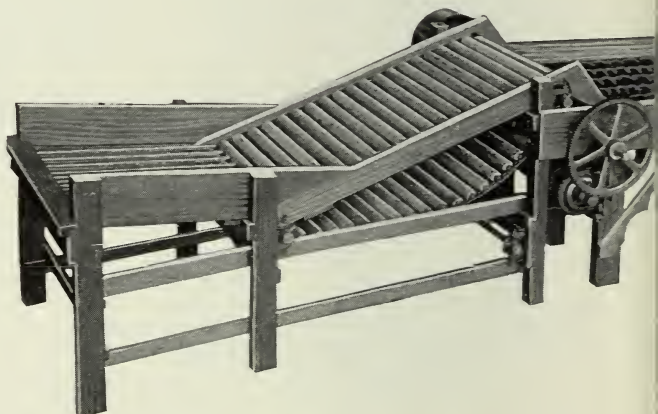
It invariably happens that nearly all Florida Citrus Packing House Men order their new machinery or equipment at the same time which is just previous to the opening of the shipping season, with the inevitable result that there are disappointments in time of delivery and readiness for packing operations. There is a greater need than ever this year for packing house equipment and it is the wise packer who gets his order in early.

SKINNER MACHINERY CO.,
Broadway
Dunedin, Fla.

SKINNER APPLE SIZE

A Money Maker in

Skinner Fruit Packing Machinery is the very best of its kind on the market today, having no equal for convenience of operation or sturdiness of construction. With a Skinner Apple Grader you are assured of carefully graded fruit and an even, attractive pack and at a minimum of labor, time and expense.



That it pays to carefully clean, size and grade fruit is without doubt and is proven by market reports which show fancy prices for fancy grades. A uniform and attractive pack will find a ready market for all grades of fruit and will put dollars in the growers pocket.

The above illustration is a front view of the Skinner Apple Grader, featuring the polisher attached. The value of the polisher is that it takes off the stains from spraying and the dust and dirt and does this before the fruit reaches the grader, thus better enabling him to detect any natural defects.

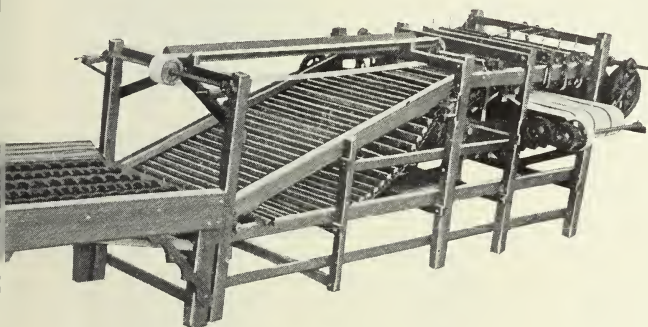


FOR PRICES AND

SKINNER MACHINERY COMPANY

ER WITH POLISHER

Any Packing House



*Front View of Skinner Apple
Sizer with Polisher Attached*

Specially constructed machines or attachments are made for grading other fruits such as peaches, pears, etc. Any one who has need of a grading machine is invited to write us regarding the fruit they pack, mentioning the quantity per season, and we will tell them about a grader for their particular needs.

The cost of up-to-date fruit packing machinery will soon be taken care of by the additional profits which will be received for carefully handled fruit and attractive packing. There is also a big saving in labor and time—two elements which eat up a large part of the profits where crude packing methods are used.

Skinner machines are all well built and are designed to give efficient results during years of constant service. Particular attention is paid in Skinner Graders to careful handling of the fruit as it passes over the grading and sizing belts. All parts where the fruit might bump against the wood surface are padded.

RTICULARS WRITE

Y, Broadway DUNEDIN, FLORIDA



CUCUMBER GRADES

"Packing over belts is far superior to sorting out of bins. The leading shippers and growers of vegetables in Florida are coming more and more to realize that if they wish to distribute their crop advantageously and profitably it is necessary to standardize the product. This immediately requires central packing and one man supervision. Where the product is packed on each individual farm you have about as many grades as you have individual farms."

The foregoing is an extract from the letter of a well known marketing expert and is one of the many bits of evidence we have to prove that much interest is now being shown by vegetable growers everywhere in the better handling of their crops for marketing.

The time is not far distant when every shipper of vegetables will grade and size and will do this to the very last degree of efficiency which will include using standardized grades.

We are reproducing here for the benefit of our readers the U. S. Grades for Slicing Cucumbers as given out by the Bureau of Markets and Crop Estimates of the Department of Agriculture.

U. S. Grades for Slicing Cucumbers

U. S. No. 1

U. S. No. 1 shall consist of cucumbers which may be slightly misshapen but are fresh, firm, well developed and are free from damage by freezing, mosaic, or other diseases, insects or mechanical or other means.

In order to allow for variations incident to proper grading and handling not more than 10 per cent, by count, of any lot may be below requirements of this grade.

U. S. No. 2

U. S. No. 2 shall consist of cucumbers which do not meet the requirements of the foregoing grade.

Marking Requirements for Size

The minimum length or the numerical count of the cucumbers in any packages shall be plainly labeled, stenciled or otherwise marked on the package. It shall be stated in terms of whole or half inches as 3" min., 3½" min., 4" min., and so on in accordance with the facts.

In order to allow for variations incident to proper grading and handling not more than 10 per cent, by count of the cucumbers in any package may be below the minimum length specified.

In addition to the marking requirements and statement of grade, any lot may be classified as "small," "medium," or "large" if 90 per cent, by count, of the cucumbers conform to the following length requirements for such sizes:

Small: Under 6 inches. Medium: 6 to 9 inches inclusive. Large: Over 9 inches.

U. S. Fancy No. 1

U. S. Fancy No. 1 shall consist of cucumbers which are fresh, firm, well shaped, well developed, and have a green color over two-thirds or more of the surface and free from damage caused by freezing, mosaic, or other diseases, insects or mechanical or other means.

In order to allow for variations incident to proper grading and handling not more than 10 per cent, by count, of any lot may be below the requirements of this grade.

Definition of Terms

As used in these grades:

"Fresh" means not wilted.

"Well shaped" means the normal, typical shape for the variety.

"Well developed" means sufficiently matured for slicing purposes but not full grown, ripe or showing yellow.

"Free from damage" means that the cucumbers are not injured to an extent readily apparent upon examination.

"Slightly misshapen" means curved in form or more than normally tapered at one or both ends. Cucumbers which are decidedly crooked, constricted, bottle necked, double in form, or sharply pointed at one or both ends shall be excluded from U. S. No. 1.

BETTER PACKING

Mr. C. I. Lewis, who organized the Oregon Cooperative Growers' Association and who recently became managing editor of the American Fruit Grower, in his introductory editorial to the readers in the May issue of the American Fruit Grower included the following:

"We should certainly all of us be greatly interested in better packing, in putting out the best packed fruit possible. The great question of community pack should be of interest to many. This subject deserves the closest study and attention of all. From time to time, there are new methods being introduced in packing that are very worthy, and we could all make some progress along these lines."

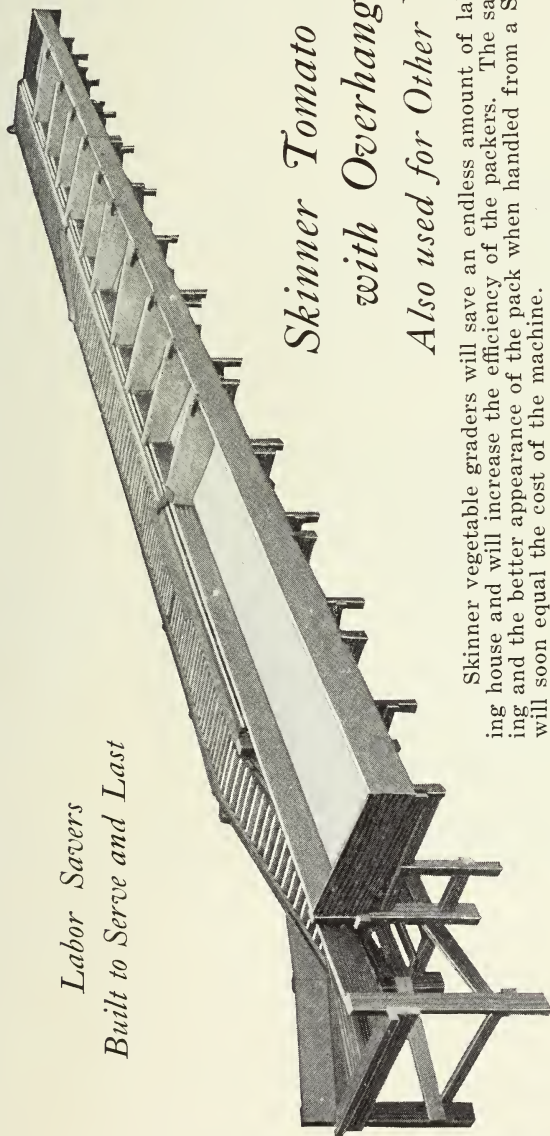
GEORGIA PEACH CROP.

It is estimated by the Georgia Fruit Exchange that the Georgia peach crop for 1922 will total 7,344 carloads. This estimate is about thirty per cent less than the actual number of cars shipped in 1921. The orchards as a whole were never in a better state of cultivation, and the fruit on the trees is cleaner and shows greater promise of higher quality than in a number of years past.



SKINNER VEGETABLE GRADERS

*Labor Savers
Built to Serve and Last*



*Skinner Tomato Grader
with Overhang Bin
Also used for Other Vegetables*

Skinner vegetable graders will save an endless amount of labor in a packing house and will increase the efficiency of the packers. The saving in trucking and the better appearance of the pack when handled from a Skinner Grader will soon equal the cost of the machine.

Skinner Vegetable Graders have the same sturdy construction as all other Skinner Machines, and with ordinary care will give a lifetime of constant service. Vegetables are gently handled by these machines and will not become bruised in traveling over the grading rollers.

Write for Full Particulars of our Vegetable Grading Machinery

SKINNER MACHINERY COMPANY, Broadway, DUNEDIN, FLORIDA

MONUMENT TO YORK IMPERIAL APPLE

Fruit growers everywhere the well-known "York Imperial Apple" is cultivated, should be interested in knowing that a monument now stands on the spot where that variety of apple originated over one hundred years ago.

It has been erected by the State Horticultural Association of Pennsylvania on the Springwood Farms, owned by John C. Schmidt. It is located at the intersection of the old Baltimore Pike and the newly constructed Susquehanna Trail, situated about two miles south of York, Pa. It is built of limestone, and measures eight feet in height and four feet at the base.

The Springwood Farms was formerly the family homestead of Jonathan Jessop during the early part of the last century. He was a prominent merchant of York, Pa., and a staunch member of the Society of Friends, whose meeting house on West Philadelphia street, is today one of the foremost of that city's historic landmarks.

Jonathan Jessop was a patient toiler of the soil. Along in 1820, he laid out a nursery on his farm, where he gave a portion of his time to raising young apple trees. One day he was advised about a seedling found on the farm of John Kline, now part of the borough of Hallam, Pa. His investigation proved that while this fruit was not altogether perfect, it had a delicious flavor.

Continuing his study of this new variety, Mr. Jessop grafted a shoot from this seedling on another tree, and thus a new brand of apple developed. It was not long before a large number of trees were propagated, and these found a ready sale among the fruit growers of York county, Pa.

Those who had purchased the trees, later on were pleased to learn that this newly discovered variety kept remarkably well, and not only retained its delicious flavor throughout the winter months, but also as late as May and June. Thereafter Mr. Jessop received many orders for his trees

By J. P. Carhart

from fruit growers of Virginia and other states, and in a few years they made a host of friends wherever apples were cultivated.

The popularity of the "York Imperial Apple" continued to grow. Some of the Quaker neighbors of Mr. Jessop, and also some of the members of the Society of Friends in Virginia, were in favor of giving the new variety an appropriate name. First it was christened "Jonathan's Fine Winter," and under this name it was intro-

duced to fruit growers in the State of New York. In 1855, Charles Downing, a distinguished pomologist of New York State, who had carefully studied this new apple and was much impressed with its qualities, called it the "Imperial of Keepers," and it was due to his recommendation that it came to be known as the "York Imperial Apple."

This apple is not only successfully grown in Pennsylvania, Virginia and New York, but is also a product of many of the States of the Middle West.

The "York Imperial" is in a class where it has no competition. It is one of the few apples that apple men term a combination apple as it is a good eater and has no equal as a cooking apple. There

is no other apple grown that in any way resembles the shape of the "York Imperial," in fact a person's first impression is that they were grown on a hill side and got too heavy on the under side. This odd shape is the distinguishing feature of this apple with the average housewife and most of them know it by shape and have no idea what variety it is nor its trade name.

This apple is at its best during November, December and January for after that time it is apt to scald and go bad very rapidly. Last year practically the entire crop of "Yorks" was killed by the cold and advices from the producing districts this year state that the crop has been badly damaged again by the cold and that there will be only about one-third of a crop.





JOINING HANDS AGAINST A COMMON ENEMY

By PEGGY POE

A woman came into a produce store and asked for some apples to cook. Now there seems to be a popular idea that most any kind of an apple will do to cook, that is, the apple may be in any state of poorness, worm eaten, deformed, etc., but actually, there is no housewife on earth that enjoys cooking diseased, worm infested apples. Even if her stomach does not rebel, her sense of thriftiness must when she notes the great pile of waste in a pan compared to the small pan of sauce or pie filling. But to go on about the woman who came into the store—

She asked for some apples. Wanted them for cooking purposes, and the store clerk kindly showed her first a basket of native apples. "These," he said, "are three pounds for a quarter." (Iowa.) Then he picked up one from a box saying, "these are eating apples from Washington State and are a nickle a piece."

The woman hesitated only long enough to give one careful glance at the cheaper apples, and found them to be unsprayed fruit, a sample of many orchards where apples grow by chance. The clerk did not get her purpose. "Of course the Western apples are sprayed and worm proof" he added.

"All right, I'll take five of them. Five apples that are sound to the core are worth as much as three pounds that I must discard most of before being able to use them. Besides, I want to bake these apples and with a pure sprayed fruit, there is no waste, and I am sure I am not baking worms as well as fruit."

In Washington State, a grower puts his orchard second to nothing else, thus he produces a fruit that is well known in England, France and other places for its goodness. The Washington man sprays his trees according to science, but the middle western farmer who has an orchard only as a side interest often finds the cost of a good power sprayer beyond his reach, but it has remained for Iowa farmers to solve the cost trouble, so that even though a man has only a small orchard he may have the benefit of good fruit, and the pleasure and profit from them.

They have now what is called spraying "rings." A "ring" is a group of from three to twenty-five farmers who club together and purchase a spraying machine for the mutual good of their orchards.

Two years ago there was but one "ring" in Iowa. In 1920 there were 127 rings and in 1921 the clubs had grown to 388 in sixty-two counties, with a membership of 2098 farmers.

Of the 358 spraying clubs in Iowa 118 have power sprayers with an operator

hired by the ring to do the work for all members of the organization. This helps out the farmer, who finds his time for spraying so very short at that time of the year, and also gives expert treatment to the trees for people who would not otherwise know how to conduct the work so thoroughly.

It was also proven when the heavy frost and snow came to Iowa in May 1921, and played sad havoc with the apples, that sprayed trees carried their bloom with less damage than trees that were not sprayed and for that reason one grower, in central Iowa, made a small fortune from his orchard when his neighbors had few if any fruit at all.

There is no doubt that apples are the prime fruit of the gods, and let us hope that in time every orchard even though only a few trees, will offer to the consumer an attractive worm-proof product, that delights the eye and palate and leaves no doubt of what's under the peeling.

PACKING PLANT NEARLY DESTROYED BY FIRE

A spectacular fire recently razed the packing and manufacturing plant of the California Peach and Fig Growers Company of Fresno, California, causing a loss, according to Vice-president and General Manager J. F. Niswander, of approximately one hundred and fifty thousand dollars. The fire, which could be seen for many miles, attracted thousands of spectators. The exact origin of the fire is unknown, but the assumption is that it started in the basement of the plant, which had not been inspected by the night watchman. The evening of the conflagration, due to the intensity of sulphur fumes used to cure figs. The building was owned by the Guggenheim Packing Company, and was valued at approximately thirty thousand dollars.

"Fig Brownies," the small packages of figs manufactured by the organization, and a large stock of both raw and manufactured specialties, and thousands of pounds of fruit, were destroyed. Approximately five hundred tons of figs, valued at one hundred and fifty dollars a ton, were lost. The loss of the stock alone is placed at one hundred thousand dollars by Mr. Niswander. The value of the equipment in the building was put at five thousand dollars by the official. The plant will be rebuilt, as soon as possible, and new machinery installed. Hundreds of orders are waiting to be filled, under contract. It is possible that the company will take another building temporarily, and make the best of the situation, until the new plant is ready.

BROGDEX REVIEW

"Fruit to the consumer in as perfect condition as when it leaves the tree"



1. Lake Alfred Citrus Growers' Association. 2. Lucerne Park Fruit Association. 3. Alturas Citrus Growers' Association. 4. Vero Indian River Producers Association. 5. Fort Pierce Growers' Association.

The fireproof construction work of Brogden, Ricketts and Haworth Company, now being carried on by the Brogdex Company, with headquarters in Winter Haven, is well and favorably known in Florida, numerous prominent buildings evidencing their efficiency as construction engineers.

The name Brogdex Company is new, but the construction organization for fireproof buildings is the same which distinguished Brogden, Ricketts and Haworth Company. The same personnel and ample up-to-date equipment for any size job, is available

for quick service.

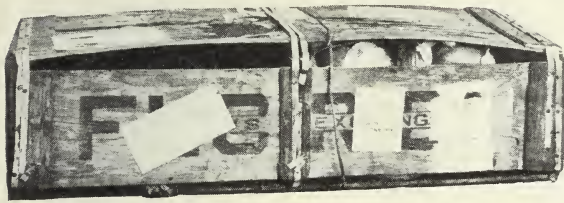
The packing houses shown above are among those erected by this organization and are illustrations of a highly specialized service in citrus packing house construction. The large addition to the Hillsboro Hotel and the new Victory Theatre in Tampa are instances of very successful work in other lines.

For highly efficient fireproof engineering and dependable construction service, write or wire, Construction Department, Brogdex Company, Winter Haven, Florida.

THE PROOF OF THE PUDDING

Florida to Denmark and Return Eighty-Four Days en Route

The box of grapefruit shown on this page was packed by the Winter Haven Citrus Growers Association, and shipped by C. V. Juhler on February 3, 1922, addressed to Mr. Carl Anderson, Copenhagen, Denmark. Fruit in one side was Brogdexed and that in the other side left un-Brogdexed. Through error it went to Boston, was reshipped to New York, thence by steamer to Copenhagen, arriving about March 4. The box was shipped after sev-



eral weeks delay and arrived back in Winter Haven on April 28. It was photographed on May 1st with the original seals intact. The box was then opened in the presence of a number of people. The un-Brogdexed end as may be noted contained fruit either rotten or little better than rotten, while

the fruit in the Brogdexed end was practically sound, showing nearly the original freshness it had when it left Winter Haven on its long journey. Only two fruits in the Brogdexed end were not in first class condition, one being slightly decayed and the other having been injured mechanically. The first two pictures are of the un-opened box on its return to Winter Haven. The third was taken just after the box was opened. Note the tacks in the lid causing injury to one Brogdexed fruit. For further information regarding the Brogdex Method write the Brogdex Company, Winter Haven, Fla., or Riverdale, Calif.



TOO SCOPIOUS FOR HIS DIMINUTIVE PERCEPTION.

A negro came to the window at the freight office and asked, "What's the rate on freight?"

There being many rates and many kinds of freight, the clerk facetiously replied, "The rates on freight are constantly increasing, due to the exorbitant profits on commodities and other saccharine substances, superinduced by the upward trend of extravagant profiteering indulged in by pitiless pecuniary fellows whose motto is, 'Be sure you are in the clear and then get all you can.' What is the particular commodity on which you wish to secure a rate? Tell me quickly in order that I may consult my tariffs, supplements, etc., now on file and effective at once promulgated by the I. C. C. and ratified by the gigantic monopoly which I represent.

The negro, abashed at this high-flown language, recovered his equilibrium enough to reply, "Well boss, I did want to ship a cow, but if what you promulgate is authentic, guess I'd better perambulate home and tell the old 'oman dat, owing to the ponderosity of de times we had better procrastinate till a more convenient season."—The Railway Clerk.

IRONY AND BIG EYES.

Help was scarce, and the packers had to be treated with great care to keep them from walking out. The foreman of the big apple-packing house had suffered almost all he could stand. A lull came in the rush of work, and one of the sorters, a thin little girl with big eyes and an Irish name, began to try her hand at packing.

"Here, you!" cried the foreman, glad to relieve his feelings on some one. "Cut that out. Put that paper back!"

The girl's eyes grew larger as she meekly laid the paper on the table; but she kept them fixed on him, unabashed.

"Put it on the shelf where it belongs," he ordered.

She did so and with her wide eyes still fixed on his said gently, "You don't have to speak kind like that to me. I ain't sick or nothing."—Youth's Companion.

WHY NOT?

Talking about reduced rates. Why don't the railroads get some of this spirit under their belt? Mrs. M. had arrived at a little

station way up in the back country on a cold and stormy evening and had hired an old man to drive her to her friend's house on a farm up farther on the hills. The roads were in terrible condition from the storm and the ride was altogether a very uncomfortable one. "How much do I owe you?" she asked, upon arriving at her destination.

"Well, ma'am," said the old man, "my regular price is one dollar, but seein' as it's sech a bad night an' the goin' so terrible, I'll call it seventy-five cents.

BOTH NIGHTS.

"And now," said the monocled gentleman who had borrowed a match from the traffic cop, "I suppose you would like to know who I am?"

"Sure."

"I am Sir T. Willy Rockinghorse, Knight of the Bath, Knight of the Garter, Knight of the Double Eagle, and Knight of the Golden Cross."

"And I," said the cop, "am James Murphy, tonight, last night, tomorrow night, and every other night."—Lightning Line.

CLEAR AS MUD.

A tourist reports seeing the following police regulations posted up in Ireland:

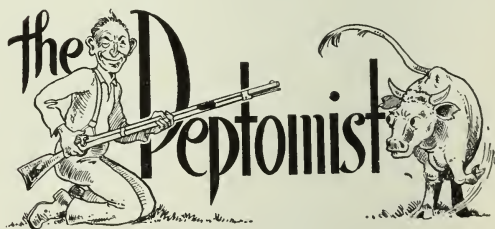
"Until further notice every vehicle must carry a light when darkness begins. Darkness begins when the lights are lit."

NO EXCEPTION.

The Irate Father—I can see right through that chorus girl's intrigue, young man.

The Lovesick Son—I know, dad, but they all dress that way nowadays.—New York Sun.

Wonder if peaches really grow like those on the cover.



One rarely feels blue when he keeps in the pink of condition.

Can you imagine a man letting fruit bugs and fungi get the best of him.

It's no use for anybody to worry as to who invented work. The patent on it has long expired.

A small potato can occasionally be found on top of the bushel, but it doesn't stay there very long.



EVERYTHING FOR THE PACKING HOUSE

- | | | |
|--------------------------------|--------------------------------|-------------------------------|
| —Apple Machinery | —“Friend” Sprayers | —Picking Ladders |
| —Automatic Box Dumping Machine | —“Friend” Spraying Specialties | —Plans, Packing House |
| —Bags, Picking | —Gang Plank | —Platform Elevator |
| —Barrel Heading Press | —Generators | —Polishers |
| —Bates Steel Mule | —Grading Belt, Canvas | —Pulleys |
| —Bearings | —Grading Belt, Rollers | —Pumps, Packing House |
| —Bearings, Ball | —Grapefruit Packs and Sizes | —Pumps, Spray |
| —Belting | —Hatchets, Box | —Reels, Strapping |
| —Belts, Conveyor | —Heating Systems for Drying | —Repair Parts |
| —Belt Supplies | —Hoes, Scuffle | —Re-Weighing Machine |
| —Blowers | —Hose, Spray | —Scales |
| —Box Conveyors | —Housings | —Scuffle, Hoes |
| —Box Dumping Machines | —Hydraulic Barrel Press | —Service and Repairs |
| —Box Elevator | —Ladders | —Sizers |
| —Box Hatchets | —Lighting Generators | —Soaking Tank |
| —Box Machines | | —Special Bearings |
| —Box Material Conveyor | | —Special Made Machinery |
| —Box Maker’s Bench | | —Spray Engines |
| —Box-Nailing Machine | | —Spray Hose |
| —Box, Press | | —Spray Outfits |
| —Brushes | | —Spray Pumps |
| —Car Movers | | —Spray Guns |
| —Car Squeeze | | —Spray Pumps, Fittings |
| —Citrus Machinery | | —Skinner Sprayers |
| —Clamp Trucks | | —Sprayers, Tractor |
| —Coke Heaters | | —Sprinkler Elevators |
| —Conveyors, Box | | —Sprinklers |
| —Conveyors, Drip | | —Squeeze, Car |
| —Cucumber Machinery | | —Strapping Reel |
| —Crate-Material Elevator | | —Sprocket Wheels |
| —Drip Conveyor | | —Sprocket Chain |
| —Dryers | | —Tomato Machinery |
| —Electric Generators | | —Transmissions |
| —Electric Motors | | —Trailers, Miami |
| —Electric Winding Engine | | —Trucks, Clamp |
| —Elevating Sprinklers | | —Trucks, 4-Wheel |
| —Elevators, Platform | | —Trucks, Auto |
| —Empty-Box Elevator | | —Vegetable Grading Machinery |
| —Engines, Gasoline | | —Washer Brushes |
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| —Fan Ventilating | | —Winding Engine for Elevators |
| —“Friend” Spray-Gun | | |

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|--|--|
| —Machinery, Special Manufacture | —Movers, Car |
| —Motors | —Nailing Machines |
| —Miami Trailers | —Nail Strippers |
| —Morgan Box Machines | —Onion Machinery |
| —Machinery, Special Manufacture | —Orange Pack and Sizes |
| —Motors | —Packing House Plans |
| —Miami Trailers | —Packing House Pumps |
| —Morgan Box Machines | —Packs and Sizes, Oranges and Grapefruit |
| —Movers, Car | —Paper Holders |
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| —Nail Strippers | —Peach Machinery |
| —Onion Machinery | —Pear Machinery |
| —Orange Pack and Sizes | —Picking Bags |
| —Packing House Plans | |
| —Packing House Pumps | |
| —Packs and Sizes, Oranges and Grapefruit | |
| —Paper Holders | |
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| —Pear Machinery | |
| —Picking Bags | |

SKINNER MACHINERY CO.

“Golden Rule”

Fruit Packing Equipment

DUNEDIN, FLORIDA



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Check the items in which you are interested. Tear off this page and return to the Skinner Machinery Company, Dunedin, Florida.

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| —Send the Skinner Catalogue. | —Be sure my name is on your list. |
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| —Sizers | is cars a day. |
| —Polishers | (Send floor plans if possible.) |
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| —Dryers | |
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Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly. June, 1922.

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To

W. LLOYD, Vice-Chairman
"Oregon Agriculture,"
University of Ill.
Urbana, Ill.



338.105
PA



Volume 1

JULY, 1922

SEP 15 1926

Number 7



PEACH PACKING HOUSE OF W. C. WRIGHT, FORT VALLEY, GEORGIA



PUBLISHED BY
SKINNER MACHINERY COMPANY
World's Largest Makers of
FRUIT PACKING EQUIPMENT
DUNEDIN, FLORIDA





A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests.

Published By
SKINNER MACHINERY CO.,

Dunedin,

Florida

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CHANGE OF ADDRESS

Change of address should be reported promptly.
Give new and old address.

Volume I

JULY, 1922

Number 7

FRUIT CROP CONDITIONS GOOD

This should be a year of unusual prosperity for fruit growers, packers, shippers and dealers in every part of the United States. Apple crops, although suffering slight loss in several sections are, generally speaking, in excellent condition; peaches are abundant in every growing district; citrus fruits in Florida were hurt only slightly by the spring drouth and late bloom has more than made up for any loss. In California it is conservatively estimated that there will be 80 per cent. of a normal crop of oranges next season, and since the fruit will in all probability be of better size and quality than usual, profits should be normal. Other fruit crops are also reported in good condition and since marketing facilities are better than ever before and business has become adjusted to the point where ordinary people can afford to purchase fruit more freely than in the past several years, everyone interested in the fruit industry should come through the year smiling.

Wise growers and packers who may profit from conditions this year will do well to remember that lean years sometimes follow fat ones and that adversity of one kind or another is ever lurking nearby. Some part of the profits from this season's crop should be used to insure profits next year and following years. This can be done in many ways. By careful cultivation, especially with a view to lessening damage by drouth. Spraying to prevent injury from diseases and insects and to obtain high grade fruit. Some form of protection against frost, and last but not least, the adoption of better packing methods so as to insure good prices in a competitive market.

AN INVITATION One half of the world is always interested in knowing how the other half goes about the business of living. Fruit packers in one end of the country are very much interested in knowing of the methods employed by packers at the other end. Florida citrus packers would like to know about apple and peach packers in the New England States. Georgia peach packers would enjoy reading about packing houses in California. The Northwest fruit packers are wondering how packers in the Middle West get along, and so on all over the country, and in fact the world. The Packing House News goes to every state in the Union and to a number of foreign countries. We invite all fruit or vegetable packers to send us pictures of their packing houses or anything of interest in the packing business and to write us a letter regarding their plants, themselves or the systems they use in preparing produce for the markets. In the publication of these pictures and descriptions everyone will be entertained and the exchange of ideas should be beneficial to a great many. There are no exceptions to this invitation and we shall look for a big response soon after this number is distributed.

TWO PROBLEMS

There are two problems in packing house construction which should be given serious consideration by anyone contemplating building. One is the disposal of culls and the other the disposal of empty crates. Plans should include a system for rapidly taking culls away from the graders and packers, through the building to the dump or conveyance. This should be done so as not to be in the way of workers or to interfere with any other operation.

Empty crates are usually in the way if piled up in the packing house when emptied. A convenient conveyor should be provided to take empties back to the truck or car or outside of the building. We would be glad to have the views of packing house managers on these two problems, with suggestions for taking care of them.

There is an increasing demand among Florida citrus packers for longer polishers than have been used heretofore.

TRY

You cannot fell trees without chips,
You cannot achieve without slips.
Unless you try you'll wonder why
Good Fortune seems to pass you by.
Success is not for folks who quail;
For most is given to those who fail
And then with courage twice as great,
Take issue once again with Fate.
'Tis better far to risk a fall,
Than never to have tried at all.

—Kenton Cooper.



Skinner Packing House News



FLORIDA NEWS

The new citrus packing house of the Manatee Fruit Company at Lake Wales has been completed and machinery will be installed during July.

* * *

Gentile Brothers are putting in a large second packing unit in their citrus packing house at Frostproof.

* * *

Lee and Kirkland in their citrus packing house at Auburndale are increasing the capacity of their old unit to four cars a day and are adding an additional unit with a ten-car capacity. They are adding larger polishers and Brogdex applicating machinery.

* * *

The new citrus packing house with a three-car per day capacity for Mr. B. H. Roper at Mascotte has been completed.

* * *

Work is under way for the erection of an eight-car a day capacity citrus packing house for Chase & Co. at Frostproof.

* * *

Chase & Co. expect to commence building a new citrus packing house at Pomona shortly.

* * *

Brockett and Parrish of Titusville are remodeling their citrus packing house at Mims and are putting in a second unit with a capacity of three cars per day.

* * *

Two citrus packing houses were burned at Winter Garden recently, one of the Winter Garden, C. G. A., and the other belonging to the American Fruit Growers.

* * *

Walter Hawkins of Eau Gallie is building a new citrus packing house to replace the one destroyed by fire last winter.

* * *

Lee and Kirkland are building a six-car capacity citrus packing house at Lake Garfield. Power for this house will be supplied by the Roux Crate Company.

* * *

A. M. Klemm and Son of Winter Haven are considering enlarging their citrus packing house to give them three times the present storage capacity and to increase their packing capacity 33 1-3 per cent.

* * *

Fire of unknown origin totally destroyed the packing house of Chase & Co. at Arcadia during the first week in June. The loss was close to \$20,000 and the plant was only partly covered by insurance. A larger and better equipped house is being built this summer to replace the old one.

* * *

S. J. Sligh of Orlando is planning to build a citrus packing house at Lisbon.

* * *

The Sloan Fruit Company of Tampa are

adding considerable packing equipment to their citrus packing house.

* * *

The American Fruit Growers are putting in additional equipment in their citrus packing house at Wabassa.

* * *

The Umatilla Citrus Growers' Association are replacing old machinery and putting in additional equipment in their packing house.

* * *

The Plymouth C. G. A. shipped over 75,000 boxes of oranges and grapefruit last season.

* * *

More tomatoes than ever before have been shipped from Marion county this season. For a while packing was kept up day and night. Eleven new tomato packing houses were erected in the county this spring, and the large house of H. W. Tucker in Ocala was enlarged considerably.

* * *

The 1921-22 fruit season at Frostproof was an unusually good one and prospects for next season are very bright. The total number of boxes shipped was about 320,000 and the receipts close to a million dollars.

PHOTOSTAT PRINTS

The Photostat print is an actual photograph of the original copy from which it was made. The pressing demand of business for a method of reproduction that would give photographic results at a greatly reduced price was responsible for the building of the Photostat. Designed for this purpose, it represents the most modern means of copying any and all forms of commercial matter. Entirely mechanical in operation, with the cost of plates eliminated, it turns out superior work at a moderate cost.

Some of the various lines of business to which it is especially applicable are:

REAL ESTATE—Copying abstracts, warranty deeds, mortgages, bills of sale, plats, maps and charts.

ARCHITECTS—Copying water color, crayon, pencil and pen and ink work for rendering; reducing or enlarging plans, or sections of plans to scale and blue line prints.

ABSTRACT COMPANIES—Copying recertified abstracts for subdivision work or when one or more copies are required.

ENGINEERS—Copying of plans where the original is so large as to be unhandy and a smaller copy to scale is desired. Blue line prints.

ACCOUNTANTS—Copying audits in quantity or singly where the original is desired retained—all audits where plats or copies of plans are submitted.

GENERAL—Copying bills of lading, trade acceptances, old and valuable papers, sales charts, production charts and copies of wills and deeds.

Our Photostat Department is at your service. For further information write: Photostat Department, Skinner Machinery Company, Dunedin, Florida.

PACKING HOUSE OF LA PUENTE VALLEY WALNUT GROWERS ASSOCIATION

Three times as large as any other structure of its kind in the world, and equipped throughout with the most up-to-date mechanical equipment to facilitate the swift and economical handling of an enormous output, the packing house of the La Puente Valley Walnut Growers' Association at Puente, California, reflects in an eloquent manner the triumph of co-operative marketing.

B. F. Mixson, manager of the plant, says that his association is the largest one affiliated with the California Walnut Growers' Association, both from the standpoint of membership and acreage. It has upwards of three hundred and fifty grower members

By Howard C. Kegley

than half as wide, with spur track room to load half a trainload of freight cars simultaneously. There is in reserve enough land to build an addition as large as the present structure, and indeed it will not be many years until this addition is needed.

The house has its own fire protection, an elaborate scheme which embraces an enormous reservoir, with fire pumps, twenty-five fire hydrants, many lines of hose, and a volunteer fire department. The machinery of the plant is all electrically operated. The approach, as well as the driveway and grounds, are to be handsomely landscaped.

This house is the master handiwork of Fern S. Bishop, the constructing engineer



Corner view of the La Puente Valley Walnut Growers' Association at Puente, California.

and handles the crop from six thousand acres of mature trees. Its members have four thousand acres of young trees which will shortly be producing crops.

The La Puente packing house was built and opened for use in the summer and fall of 1920. It is positively the last word in walnut packing house construction, embracing many new mechanical features which are not to be found elsewhere in the walnut belt.

The packing house and its equipment cost approximately two hundred thousand dollars. An unusual feature in connection with the project is that it was entirely financed by the grower members of the association, without a dollar being needed from outside sources.

As a rule, where even the smallest packing houses are built, not only by walnut growers but practically all co-operative growers and packers of foodstuffs, banks are called upon to advance at least a good share of the original cost, the debt being paid off by assessments spread over a period of years, but the La Puente growers have enjoyed such prosperity in the business that they were able to pay for their packing house before they threw it open for use.

It's a gigantic institution any way one looks at it. The building is practically as long as an ordinary city block, and more

whose genius is reflected in many of the finest and best equipped walnut packing houses in the state. Mr. Bishop is an inventor as well as a builder, and to his creative ability the associated walnut growers owe many of the labor-saving mechanical devices to be found in the association packing houses the length and breadth of California.

In dimension the Puente packing house is 180 by 300 feet. It stands broadside along the Southern Pacific spur track, at the side of the Valley Boulevard running from Los Angeles to Riverside. The building is of frame construction, with a false loft for dryers and sizers. The entire building contains 52,000 square feet of



Concrete drums in which the walnuts are revolved in a harmless solution which whitens their shells.



Skinner Packing House News

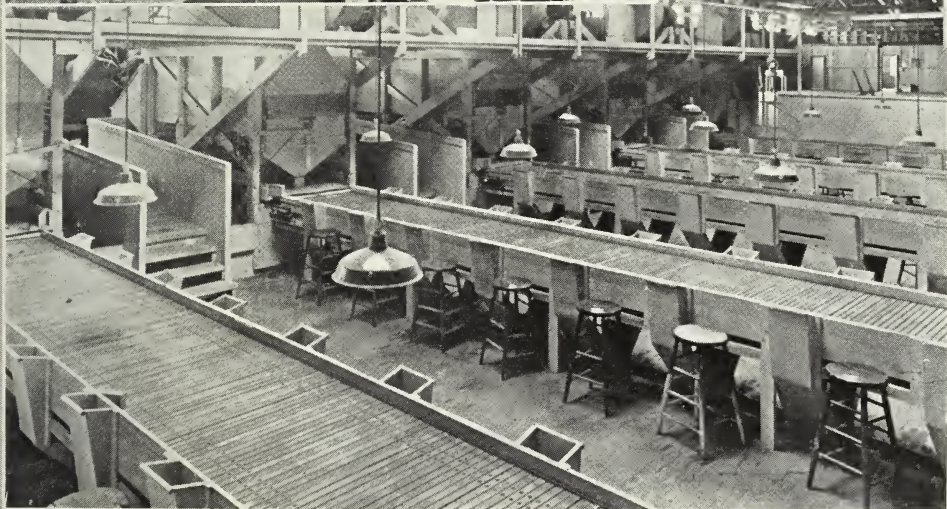


floor space. It is a five-unit plant in every respect, from cleaners to dryers.

Proportionately the Puente plant is three times as big as any other walnut packing house in existence. The Whittier plant stands second in size, being 90 by 180 feet. The Saticoy house is third, its dimensions being 80 by 200 feet. All the other walnut

walnuts per day, working on a ten-hour basis. During the season it can be run twenty-four hours a day, if necessary. Its maximum capacity under such conditions would be approximately 750,000 pounds a day.

No other packing house even approaches this plant in bin capacity. It has room for 1,340,000 pounds of walnuts. In an emergency the house can store 4,000,000 pounds of walnuts for an indefinite time. It has a concrete basement 120 by 200 feet, in which as many as 600,000 pounds of cull nuts can be stored. In storage capacity as in all other features the Puente plant is three times as great as any other in existence.



TOP—Hand grading the walnuts. LOWER—Interior of La Puente Walnut Packing Plant, showing chain-driven wooden belts over which walnuts slowly pass while being hand called by women.

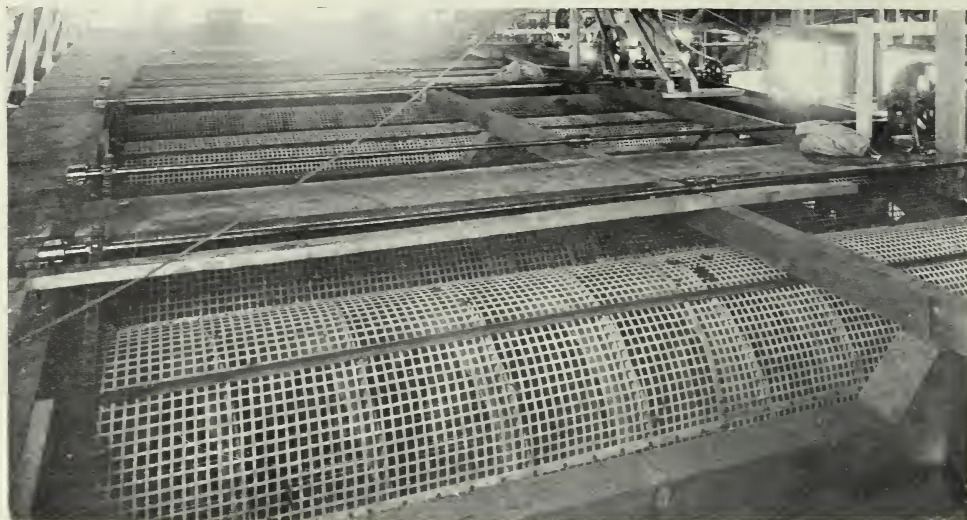
packing houses in Southern California are either one or two-unit plants, with capacity of 60,000 pounds per day to the unit. The Puente plant has the same unit capacity, but having more units is capable of running up to an output of 300,000 pounds of

The mechanical features of the plant are very striking. Everything is bright and new and modern. All units are set in rows, and the equipment is so arranged that the work can proceed with the utmost speed. The house is equipped throughout with the

Skinner Packing House News

latest type of automatic scales for weighing in and weighing out. The electrical illumination is so arranged that one might read a newspaper in any part of the house, so it is fair to say that the lighting is well nigh perfect.

Association was organized nine years ago. The first year of its existence it packed and shipped 40,000 pounds of walnuts. This year it will market 7,000,000 pounds. Until this year it owned and operated a smaller packing house, but this was sold to



A battery of nut sizers. The larger No. 1's pass over the openings and the smaller nuts, o. 2's, pass through. There are 32,000 openings in each sizer.

The Puente Valley extends from the east bank of the San Gabriel river to a point near the town of Walnut, taking in a large part of the wonderfully fertile district lying to the east of the river—a region which is

the Puente Valley orange growers, because the walnut growers outgrew it, and the erection of their magnificent new plant is a result of the wonderful growth that has been enjoyed by the association during the



For the final sacking after the nuts have been cleaned, graded and hand sorted.

proving to be one of the best walnut districts in the world.

Many of the world's finest groves are located in the Puente district. Its ranches are among the best farmers and the wealthiest and most prosperous walnut growers in the country.

The Puente Valley Walnut Growers'

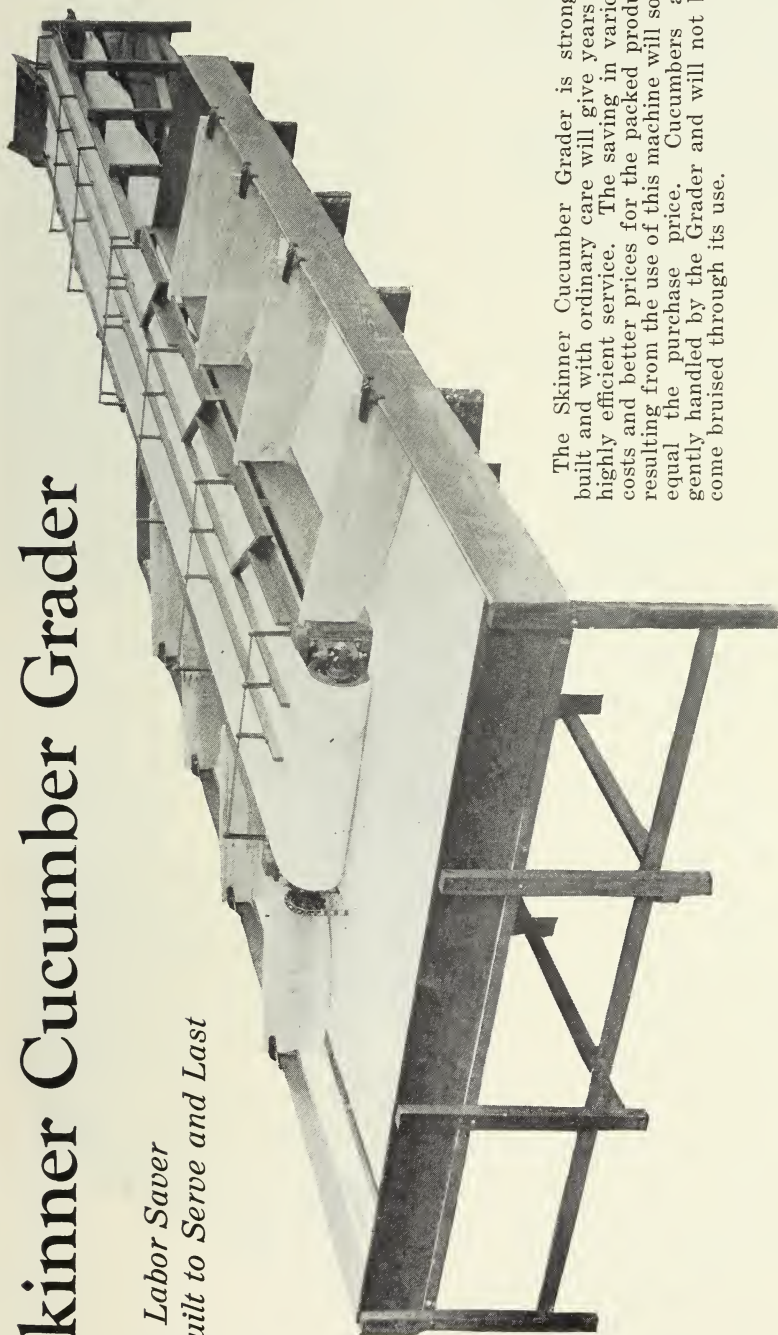
years it has been affiliated with the California Walnut Growers' Association.

While the new house is gigantic, it is not too big for the district. It is plenty large at present, but its space can be used to advantage, and its capacity will be needed as time goes on and the wide area of new plantings come into bearing.



Skinner Cucumber Grader

*A Labor Saver
Built to Serve and Last*



The Skinner Cucumber Grader is strongly built and with ordinary care will give years of highly efficient service. The saving in various costs and better prices for the packed product resulting from the use of this machine will soon equal the purchase price. Cucumbers are gently handled by the Grader and will not become bruised through its use.

Write for Full Particulars of our Vegetable Grading Machinery

SKINNER MACHINERY CO., Broadway, DUNEDIN, FLA.

FACTORY NOTES

Mr. B. C. Skinner visited New York during June and attended a reunion of his classmates at the Stevens Institute of Technology. Mr. Skinner also visited one of the principal apple packing sections while in New York state.

* * *

A new Liebig No. 2 Brush Making Machine has been ordered to take care of the increased number of brushes needed for Skinner Washers and Polishers.

* * *

Several new hands have been added to the factory force during the past month, and a new addition has been built on the garage to take care of employees' cars.

* * *

The large new addition to the main factory has been completed and also the addition to the office.

Perishable products require quick and careful handling to insure success in marketing. This can best be accomplished by up-to-date machinery in the packing house.

One good piece of news: Georgia expects to market 8,120 carloads of peaches this season and to get \$7,000,000 for them.—Fruit Trade Journal.

SALES NOTES

Mr. R. R. Singer of Wilson, N. Y., has ordered Skinner Apple and Peach Packing Machinery to be installed in his packing house.

* * *

Archibald & Co. of Waterport, N. Y., have ordered a second Skinner Apple and Peach Grader after using one an entire season. They said that their first grader had paid for itself in one season in the amount of peaches it saved, to say nothing of the saving in labor.

* * *

The Jersey Fruit Growers' Co-operative Association of Riverton, N. J., are equipping three packing houses with Skinner Apple and Peach Grading Machines.

* * *

Mr. W. B. Hardman of Commerce, Ga., installed a Skinner Peach Grading Machine during June.

* * *

Mr. C. J. Hood of Commerce, Ga., after installing one Skinner Peach Grader, telegraphed for two more outfits during June.

WHERE IGNORANCE IS BLISS

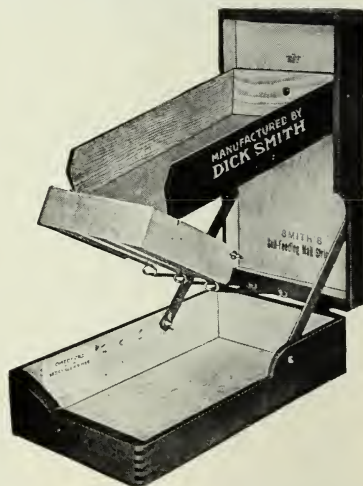
Those who are constantly on the lookout for something to wonder about may try to figure out why some citrus fruit grower doesn't invent a practical and not too expensive substitute for the clumsy smudge pot in combating the work of Jack Frost.—Fruit Trade Journal.

SKINNER FRUIT PICKING BAGS



Constructed of extra strong canvas. The kind of a picking bag that is always ready for service and will outwear most types of bags three times over. Other features that will interest every fruit picker.

DICK SMITH NAIL STRIPPER



A dependable packing house device is this self-feeding nail stripper. No modern packing house can very well afford to get along without it. Write for prices.

**SKINNER MACHINERY CO.
BROADWAY, DUNEDIN, FLORIDA**



Skinner Packing House News



SKINNER MACHINERY COMPANY IN HEARST'S INTERNATIONAL

In a recent issue of Hearst's International an article by James H. Collins included the following:

"Some months ago a Florida manufacturer shipped a lot of machinery to American Jews in Palestine. The Holy Land is a wonderful orange-growing country, and with American dollars and American packing equipment they are going to send oranges to London and Amsterdam, graded American fashion, to compete with fruit from Spain. The age-old wandering Jew going back to the Promised Land by way of New York, with Yankee business methods!"

This refers to a shipment of Skinner Machinery to the American Fruit Growers of Palestine.

NEW PACKING HOUSE FOR AUBURN- DALE C. G. A.

The Auburndale Citrus Growers' Association has let the contract for a new packing house to be constructed at Auburndale, Fla. The new house will be 80x126 feet, and will contain one packing unit of four to five-car capacity. The building is to be constructed of hollow tile and stucco, steel truss roof and clear spans, and will be completed and equipped in time for next season's packing.

The Auburndale C. G. A. shipped 63,000 boxes last season and anticipate a considerable increase next season.

GOOD ADVICE FROM THE S. A. L.

A recent bulletin from the Development Department of the Seaboard Air Line Railway, regarding the freeze of last winter in California and entitled, "California Growers Are 'Good Sports'; How They Meet Disaster," ended with the following bit of excellent advice to Florida growers:

"Florida may be continually spared such disasters, but it is the part of real wisdom and business to be prepared for any emergency that might arise."

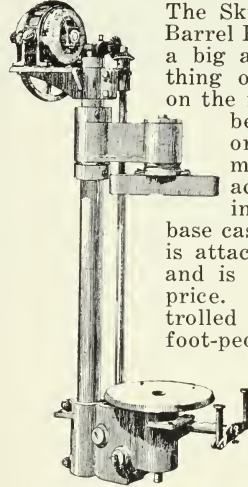
IMPROVE GRADE AND PACK AND THEN ADVERTISE

Meanwhile those Western New York apple growers who are at present scratching their heads and wondering how they can place their fruit before the world markets, might do worse than to improve their grading and packing and do some advertising as the Northwestern growers do.—Fruit Trade Journal.

The American Fruit Growers are replacing old machinery with more up-to-date machines in their citrus packing house at Crescent City, Florida.

SKINNER HYDRAULIC BARREL HEADING PRESS

Built
for **Convenience of Operation**



The Skinner Hydraulic Barrel Heading Press is a big advance in anything of its kind now on the market. It can

be used with belt or individual motor. The valve action is built into the main base casting. The pump is attached to machine and is included in the price. Work is controlled by a double foot-pedal action. The pump runs idle and consumes no power except when actually pressing the head into the barrel.

This also reduces the wear on the pump to a minimum. Safety valve in base prevents any possible damage to machine from too much pressure. Write us for further information.

LAST CALL!

TO ORDER EARLY



Do It Now!

Procrastination is the thief of other things besides time, and may run off with your profits if you are not ready to ship when the season opens. This is the last chance for citrus packing house men to get their orders in for new machinery before the usual pre-season rush.

SKINNER MACHINERY CO.

Broadway, Dunedin, Florida

Appearances



The word appearances might be used either for or against the objective we have in mind in presenting these few facts, because appearances of packed fruits on the markets in the past, to a great extent, have worked harmfully for the producer and shipper, but because of new and better methods of packing and marketing, appearances are going to mean everything in a favorable way from now on.

"Fool the public" has been the motto of many growers and packers in years gone by. Luscious, ripe strawberries on top of the basket and green undersized ones beneath. Large, splendid apples in the first layer of the barrel and any old kind of apple in the middle. Grapes so fine in appearance that you itch to buy them are placed where the prospective purchaser may see them, and when you get home and look in the bag you grow discouraged and nearly lose your faith in human nature. Pears, ripe and melting, greet the eye, and the stomach gets something green and hard and only fit for cooking, and grumbles at the ordeal. The pineapple you get is seldom like the one you order, and only yesterday our friend Mrs. Smith couldn't make a peach shortcake because there were not enough of the ripe peaches in the basket to cut up.

But a rebellion has been fostering in the minds of the rank and file of the buying public for some time and they are growing wise through the experience of comparison. Not long ago Jones noticed a brand of apples guaranteed to be uniform throughout in size and quality, and another kind advertised as smaller and of a lower grade but cheaper—good for cooking. He bought some of each and memorized the brand and grades and explained the system to Mrs. Jones so that she could benefit in the future. Mrs. White notices that when she calls for Stardust No. 1 Peaches, they are always what she wants in regard to quality and size and she knows that for preserving and cooking she can get No. 3s at a much lower price. Mrs. Smith will catch on soon

and will then buy her fruit at the store where appearances are not deceiving.

Who benefits from this discrimination? The answer is, everyone who has anything to do with the fruit before it gets to the consumer, but particularly the grower who insists upon having his fruit packed honestly and carefully and so that the appearance of his product on the market will count for something and cause a demand for the kind of fruit it is sold as.

The secret of the sales appeal that rests in carefully graded fruit, both for quality and size and makes the appearance to the consumer a truthful representation of what the rest of the package contains, is that the average person—and by this we mean nearly everyone—will pay for what he or she wants in proportion to its value to them. If Mrs. Robinson is going to entertain the De Blinks and decides to serve strawberries and cream and remembers that Jenkins' Grocery sent her a poor basket of strawberries last time she ordered, she may try Kellum's Grocery and buy a basket of Dixieland No. 1 Graded Strawberries, and since they are apparently what she wants she most assuredly will not object to the price she has to pay for them. If they are as good as they look from then on she will always call for this grade in season. On the other hand, Mrs. Kelly may take a notion to put up ten quarts of strawberry jam, and since the corner fruit stand has plenty of No. 3s—just as good as the best for cooking—she gets them, and of course because they are cheaper.

The idea of all this is that it pays fruit producers nowadays to cull to the limit, to grade and size, and to pack with the utmost care; to demand fancy prices for fancy grades and to sell lower grades for what they are worth. By doing this the average price will be much higher than with the old system of showing one good apple in order to sell ten poor ones.





Can you afford
to lose your
fruit crop?

The answer to the fear that every fruit grower has nowadays as to whether his trees, buds, blossoms or fruit will get safely through the winter without being frozen, lies in

REAL FROST PROTECTION WITH SKINNER COKE HEATERS

SIMPLE—There is nothing complicated about the construction of the Skinner Coke Heater. It is light and easily handled and can be quickly assembled or taken apart for cleaning, oiling or painting for preservation purposes.

EFFECTIVE—The Skinner Coke Heater long ago passed beyond the experimental stage and has proven its value in actual protection against frost. It will effectively raise the temperature the required number of degrees to prevent frost damage to fruit and trees.

ECONOMICAL—The relative small cost of coke means that coke heaters may be burned with a minimum of expense. The heater costs little because with intelligent care it will last ten years.

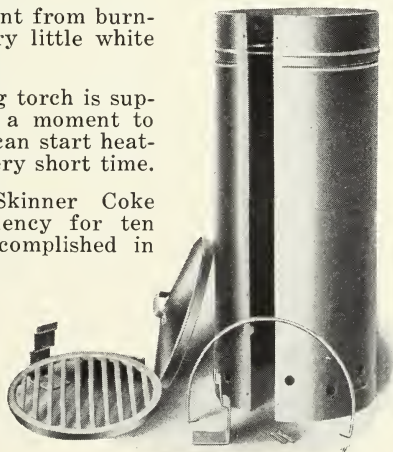
CLEAN—There is no soot or dirt resultant from burning a Skinner Coke Heater and but very little white smoke when it is lighted.

QUICKLY LIGHTED—A special lighting torch is supplied with the heaters and it takes but a moment to ignite the coke. One man with a torch can start heaters burning covering a large area in a very short time.

LONG BURNING CAPACITY—A Skinner Coke Heater will burn with maximum efficiency for ten hours continuously. This has been accomplished in actual field tests.

Ask us to explain why coke is better than oil for orchard and grove heating purposes.

SKINNER MACHINERY CO.
BROADWAY
DUNEDIN, FLORIDA



CANTALOUPE PACKING

SIMPLE---ACCURATE

Keen competition on the fruit markets today means that those brands of cantaloupes which are most carefully cleaned, sized and graded will receive top prices, a ready sale and repeat orders. This means additional profit to the grower or packer, enough in fact in a short while to pay for machinery which will take care of cleaning, sizing and grading cantaloupes, to say nothing of the saving in labor from the use of this machinery.

Skinner Cantaloupe Machinery will perform these services well and will be found to cut down the cost of packing to a great extent. The same dependable qualities are embodied in the Cantaloupe Packing Machines as in all other Skinner Packing House Equipment.



Canta



Cantaloupe Cleaner

A cantaloupe machine. The fruit as it can pick out passes to the other foreign is very gentle.

From the divides it ac

The machine the complete

Bins are purchaser an

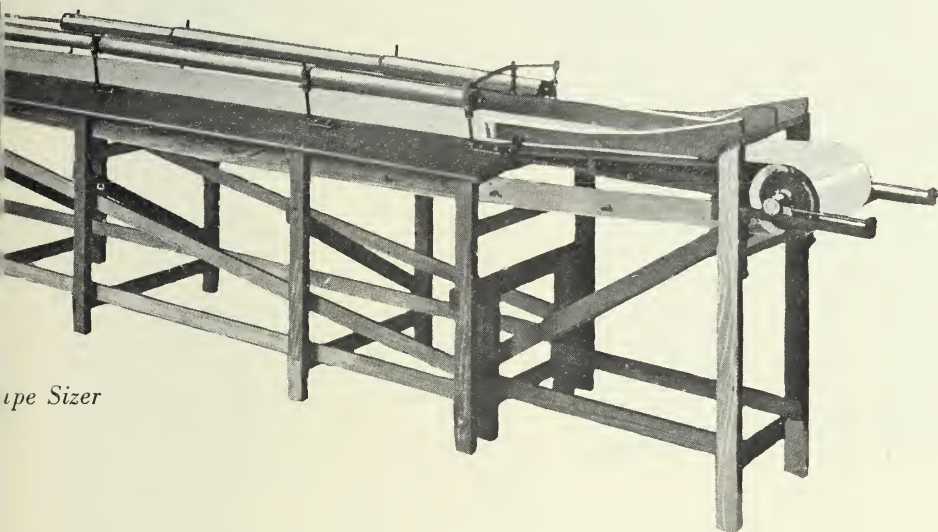
FOR PRICES AND P



Skinner Machinery Company

KING MACHINERY

TE---DURABLE



type Sizer

pe packing unit comprises a roller grading belt, a cleaning machine and a sizing roller grading belt receives fruit from a self-feeding hopper, constantly turning elevated towards the cleaning machine. Graders on opposite sides of the machine separate the various grades of fruit as well as remove the culls. The fruit then cleaning machine containing revolving dry fiber brushes which remove sand or any matter that may be on the cantaloupes. Handling of the fruit in this machine and it is not injured in the slightest degree.

cleaning machine the fruit passes to the sizer, which also handles it gently and ately into four sizes. The apparatus for each size is adjustable.

nes are very economical to operate, about a half horse power being required for unit. The capacity is about two carloads of cantaloupes a day.

ot included with the sizing machine, as these can be built economically by the hus effect a saving in freight.

RTICULARS WRITE

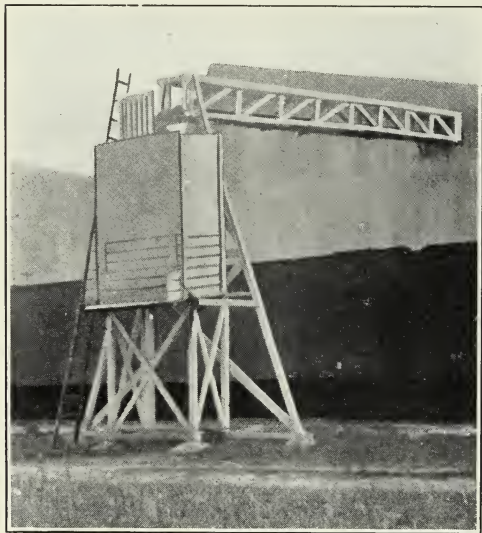
Broadway, Dunedin, Florida





West Coast Fruit Co. Has Unique Arrangement for Dumping Cull Fruit

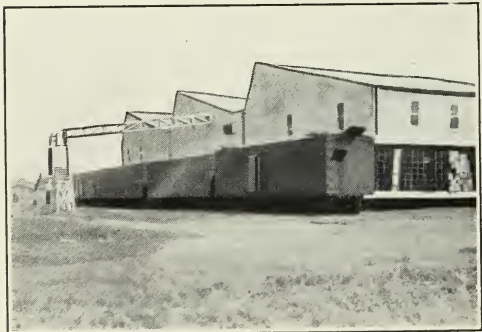
The West Coast Fruit Company, in their citrus packing house at Clearwater, Florida, has a unique and practical method of quickly disposing of cull and waste fruit. Fruit is placed in conveyors from the sizing belt and by the graders and is carried on a



Cull Dumping Chute

cull conveyor, which runs the full width of the house, to an elevator which takes the fruit up about fifteen feet and places it in a chute which comes through a hole in the packing house wall and carries the fruit with a chain conveyor down into a waiting wagon, truck or receptacle below.

The packing house of the West Coast Fruit Company is modern in design and



Packing House of West Coast Fruit Company

equipment, was built in 1920, and has a capacity of six cars of oranges or eight cars of grapefruit per day. The company packs the fruit of its stockholders and also buys fruit for shipping. Mr. B. Kilgore is the plant manager.

SKINNER MACHINERY BASEBALL

The Skinner Machinery Company baseball team has played four games since the last issue of the News went to press, winning three and losing one. We have been promised a picture of the team for the next issue and trust it will show up in time. The games were reported as follows:

June 3. The Skinner Machinery baseball nine defeated the fast Oldsmar team at Oldsmar today by the score of 12 to 7. The features of the game were the pitching of Overcash, who only allowed three hits, and the hitting of Fiat, who made four safeties out of five trips to the plate, one of these going for the circuit.

June 10. The Skinner Machinery Company team went down to defeat today for the second time to the Cox Sporting Goods team of Tampa. Both pitchers were hit freely, but Hicks for the Machinery boys, was never strong in the pinches. The game was played loosely by both teams. The score was 4 to 2.

June 13. At Dunedin today the Skinner Machinery Company team defeated the St. Petersburg team by a score of 13 to 0. The game showed a striking improvement in the playing of the Skinner Machinery boys over previous games. Overcash, while striking out thirteen men, was given excellent support by all hands. The batting honors go to Allen of the Skinner Machinery Company.

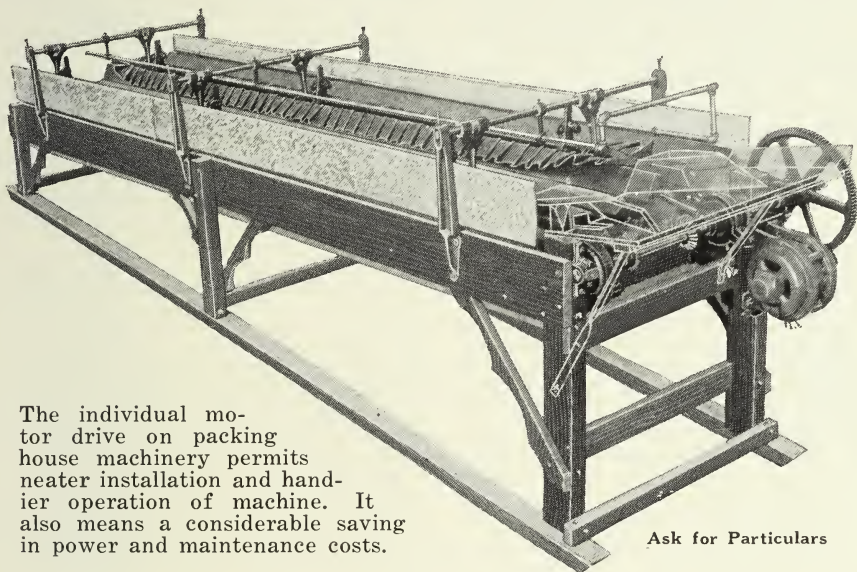
June 17. At Oldsmar today a hotly contested game was won from the Oil Diggers by the Skinner Machinery Company team by a score of 6 to 3. Both pitchers were good but the best of the contest went to Overcash, who was strong in the pinches and had perfect control. A spectacular running catch was pulled down by C. F. Churchill, who not being satisfied with that, made a perfect peg to second base for a double. This makes the fourth straight victory over Oldsmar this year.

ARE YOU READING THE PRODUCE NEWS!

Growers and shippers of fruits and vegetables cannot afford to be without reliable information regarding markets for their products. The Produce News of New York, Chicago and Los Angeles will give you this information and keep you posted on all matters pertaining to the produce industry, every week for \$2.00 a year. Send subscriptions to: The Produce News, Dept. 20, 6 Harrison St., New York, N. Y.



Individual Motor Drive on Washing Machine



The individual motor drive on packing house machinery permits neater installation and handier operation of machine. It also means a considerable saving in power and maintenance costs.

Ask for Particulars

"The Reeves"

VARIABLE SPEED TRANSMISSION

IF YOU WANT

HIGH SPEED—

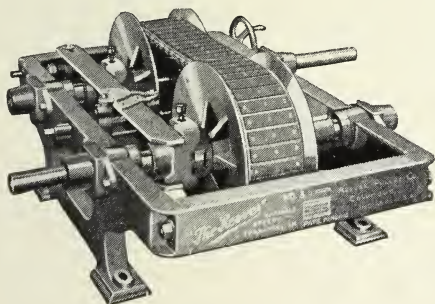
MEDIUM SPEED—

SLOW SPEED—

ANY IN BETWEEN SPEED—

at any time on any of your fruit packing machinery—your only positive solution is

The "Reeves" Variable Speed Transmission



It doesn't matter how slow you want to drive your machinery to balance up the packing or how fast the machinery should be driven to speed up after regulating the flow of fruit—"The Reeves" Transmission is right there at the right time with the right speed.

Send for Detailed Information

SKINNER MACHINERY CO.

BROADWAY, DUNEDIN, FLORIDA



The Quest for the Perfect Orchard Heater

By John B. Wallace

A fortune awaits the inventor of the perfect orchard heater. A perfect heater is one that will raise the temperature from five to ten degrees inside of half an hour, that will burn without smoke or soot, that can be lighted and extinguished quickly, that is easily removable, that will burn without smoke or soot, that can be lighted and extinguished quickly, that is easily removable, that will burn inexpensive fuel and that itself can be purchased at a reasonable price.

The market for such a heater is country wide. It would receive a welcome from not only the citrus fruit growers of Florida and California, but also deciduous fruit growers from Oregon to Delaware.

California has been visited by two disastrous freezes during the history of the citrus industry in that state. One in 1913 and one the latter part of last January. There have been other years when groves in exposed places were nipped, but in these two years the freeze was wide-spread, touching many groves in districts that were supposed to be frostproof. In both years more than 50 per cent. of the crop was rendered unfit for marketing, and many trees were so injured as to prevent them from setting a crop for the following season.

Orchard heating is, therefore, a live topic in California.

The value of orchard heating, even with imperfect equipment, was never better demonstrated than last January. The freeze came so late in the season—all danger from frost is usually considered over in California after January 15—that it caught many growers napping. The first night as usual was the coldest, in some groves going below 20 degrees F. Ordinarily the danger point is not reached until after midnight, but upon this occasion it was necessary to start the fires at 8 o'clock in the evening. Those who did so and kept them going until sun-up saved as high as 90 per cent. of their fruit. Even those who started much later saved a considerable portion of their crop and prevented tree damage.

On the other hand growers in adjoining orchards lost their entire crop and suffered injury to trees because they did not use heaters.

The type of pot in general use is a round sheet iron vessel holding from five to ten gallons of crude oil. Much of the equipment after the freeze of 1913 was either open pots or pots with a very short stack. These sent up a tremendous amount of smoke and soot, resulting in strenuous protests from the residents of adjoining towns.

The soot seeped inside of houses and necessitated a week of housecleaning after every period of firing. Pomona and other cities passed ordinances forbidding the use of any but smokeless heaters. Since then a new type of heater with a tall stack has come into use. It is not entirely smokeless, but it throws off very little soot, having much better combustion. The fires are regulated by dampers both in the pot and in the chimneys.

Protective associations of growers employ men to watch the temperature and telephone their members when it is time to light the heaters. A government observer stationed at Pomona has worked out a system whereby at 5 o'clock in the afternoon he can predict to within one degree the hourly temperatures of the night. The citrus district of Southern California, being surrounded by oil fields, cheap fuel oil is easily available.

However, the growers are not entirely satisfied with the oil heating method, although it is the only practical one in general operation. Experimenting is still going on. At a frost prevention convention held at Covina on April 29, more than ten varied heating systems were demonstrated.

Coal briquets, asphaltum, kerosene and crude oil were some of the fuels utilized in these inventions. Some of them were heatless, making use of air currents and suction pumps. Many of them worked fine upon demonstration, others "not so good."

One man had a heating plant system by means of which hot air could be conducted throughout an orchard in concrete pipes. He had perfected combustion to such a degree that he claimed two or three of these plants could heat an entire orchard of average size.

Another device consisted of a propeller, driven by a small motor, which fans the air from a heater throughout the orchard. This machine, which it is claimed has been used successfully for two years in an orchard in Tulare county, can also be used without a heater, simply raising the temperature by keeping the air in motion and preventing the frost from settling.

Another unique scheme took advantage of the fact that cold air settles and that there is a layer of warmer air about forty feet from the ground. Through suction pumps, which pull down the warm air and a blower which distributes it through the orchard, the temperature is raised about five degrees.

Even radio was dragged into the discussion, one man telling a remarkable story of frost prevention by wireless.

PACIFIC COAST NEWS

A pioneer in the commercial dehydration of fruits and vegetables, King's Food Products Company of Portland, Oregon, are now extending their activities to California. Their Oregon plants at The Dalles and Salem, which dehydrate the choice apples, prunes, loganberries and other fruits and vegetables of the Northwest, have so extended their markets throughout the country and abroad as to necessitate taking over a third dehydration plant near Lodi, California. This will take care of the apricot and peach crops of this section as well as figs. The capacity of the new plant will be twenty-five to thirty tons per day.

* * *

Coachella Valley dates are to be packed in Los Angeles county hereafter, the Valley Packing Association, producers of more than half the crop, having secured a huge packing house at El Monte, twelve miles east of Los Angeles. The change was made because of unfavorable packing conditions in the valley, according to Robbins Russell, president of the association. The former packing plant of the San Gabriel Packing Company has been leased. Approximately one hundred tons of dates will be produced in the valley this season, and of this amount at least half will be packed by the Valley Packing Association at their new plant at El Monte.

* * *

The Schuckle Company is making extensive improvements to its plant at Niles. Manager F. M. Drew states that the season will be longer and the output greater than ever before. The pack this year will be double that of the last two years, or approximately one hundred and fifty thousand cases.

* * *

At Rio Vista, the California Packing Corporation is making extensive preparations for operations during the coming season. The corporation is moving a number of its houses from the Grand Island plant to Rio Vista, in order to accommodate the families of the increased number of men who will be employed this year. The coming season is expected to be the most successful in the history of the plant, and plans for the construction of a new and larger plant next year are already under way, work to be started early in the year.

* * *

The Heinz Company of Pittsburg, Pa., has purchased the packing house of the Frank Simpson Packing Company at Watsonville, California, and will establish a large plant on the two and one-half-acre site.

Experiments are being made by the Sun-Maid Raisin Packers with a mechanism that is almost human in its work. It takes the knocked-down card carton for the pony five-cent raisins, fills them to capacity and buttons or tucks the respective ends, and throws out the filled cartons in shape for market or store. Everything is automatic and the only human assistance that it requires is one man to feed in the knocked-down carton card, and another to remove the filled product of the machine.

The contraption is the invention of D. W. Ripley, a mechanic employed by the Raisin Association.

* * *

At Live Oak, California, plans are under way to have the Sun-Maid Raisin Growers erect a raisin stemming and packing plant. The Sun-Maid Company will establish a plant in Tulare this year. This will be one unit of a larger packing plant to be erected later on.

* * *

Construction on two buildings at Dinuba for the California Peach and Fig Growers, one a peach packing house and the other a fig packing plant, will be completed in time for this year's crop. The Dinuba plant will serve the fig growers from Reedley to Visalia. Peaches will be received at the packing house from Dinuba growers, and will be transferred to Reedley for packing. Figs will be received at Reedley from territory as far south as Visalia and Exeter, and will be transferred to Dinuba for packing.

* * *

Advices have just been received from Selma, California, to the effect that after working for several months on an ingenious method for separating cherry stems from the leaves and debris, T. H. Elliott, an inventor, has at last discovered a successful process.

A San Francisco Company, that makes a business of buying cherry stems from the fruit packers, and of shipping them to Europe, is, it is believed, going to make initial use of the invention. The company packs the stems in bags, and then compresses them into bales. Recently this company shipped twenty tons of cherry stems to Europe.

* * *

The district horticultural department in the state of Washington has just completed its 1922 fruit crop estimate for Yakima and Kittitas counties in that state. It expects a harvest totaling 14,675 carloads, or an increase amounting to 513 carloads over last year's production. The crop in detail is divided as follows: Apples, 10,000 cars;

(Continued on page nineteen)



INTRODUCTORY---EXTERIOR

Being the First of a Series of Articles Regarding the Skinner Machinery Company,
Factory and Organization

By A. M.



B. C. SKINNER
Vice-President and Gen-
eral Manager

The smile may be a reflection of business conditions or of the genial spirit that prevails around and about the Skinner Machinery Company Factory. At any rate we thought it appropriate to start this series of stories off with a smile and a glimpse of the "Big Boss" caught in a happy moment.

If large things from little acorns grow then the Skinner Machinery Company was a very small acorn along about the year 1913, when the business really started, for during this year the gross receipts were only about \$20,000. Since then, however, the concern has grown fast with the exception of one or two dull years, until in 1922 seven figures instead of five will have to be used in totaling up the year's income.

The business was first started by Mr. L. B. Skinner, who from his own experience in packing fruit and his observations over the state, realized that there was a great need of efficient machinery for washing and grading. From this need was first developed the Skinner Washer, which was used to remove the sooty mold from citrus fruit caused by white flies. Previous to this time the "Ethiopian Washer" had been tried out with very little success from an economic standpoint. The first washer was used in Mr. Skinner's own packing house with such signal success that a demand was soon created among other packers for them. A few machines were made and sold previous to 1913, when the company was organized as the L. B. Skinner Manufacturing Company, the change in name being made some years later.

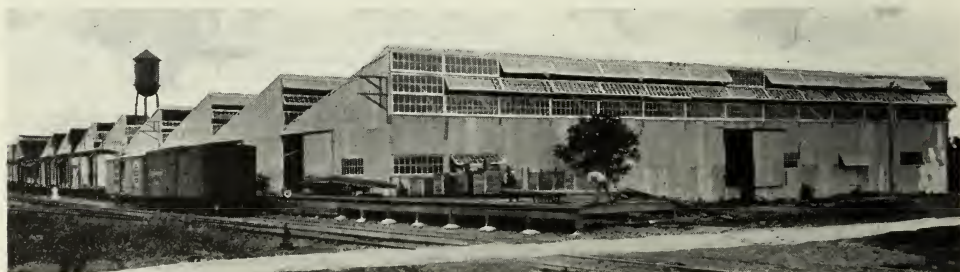
The business has been managed since

1913 by Mr. B. C. Skinner, son of L. B. Skinner. Mr. B. C. Skinner is a mechanical engineer, having graduated from the Stevens Institute of Technology in 1911. Since the beginning it has been the Skinner policy to only sell such machines as have tested out satisfactorily in their own packing house. The customer does not have to do any experimenting, as this is all done in the Skinner Packing House before a machine or piece of equipment is sold.

From the washing machine other needs have developed, until now dozens of different machines are made in the Skinner plant. These include, washers, sizers, graders, trucks, conveyors, box presses, etc., for oranges and grapefruit, machinery for packing apples, peaches, cantaloupes, other fruits and vegetables; all kinds of packing house accessories, spraying machines, barrel presses, coke heaters, etc. At first machinery was only sold in South Florida but now it is shipped all over the United States and to a number of foreign countries. A great many patents are owned by the Skinner Machinery Company, and they are constantly on the lookout for further improvements in packing house machinery.

A visit to the plant of the Skinner Machinery Company is a revelation to those who imagine that Florida has no large industrial enterprises. The main factory covers about two acres of ground, and there is another two acres available for enlargement. The buildings are of the saw-tooth type, allowing plenty of light and ventilation. They are built of metal and an automatic sprinkler system is installed throughout for fire protection. The factory is located at Dunedin, Fla., one of the most attractive places along the whole West Coast of the Peninsula.

And, by the way, we almost forgot to mention that the Skinner Machinery Company is the largest manufacturer of fruit and vegetable packing machinery in the world.



Rear View of Main Building



NEW CITRUS PACKING HOUSE AT CLERMONT, FLA.

Building was commenced on a packing house for the Clermont Citrus Growers' Association at Clermont, Fla., during June. It is expected that this packing house will be ready for the installation of machinery by the latter part of August. The new house will be 60x90 feet with basement. It will be made of metal lath and stucco above the basement, and will have fire-proof roofing. Fruit will be washed and dried in the basement, then elevated to the upper floor for packing. For the time being machinery will be installed sufficient to take care of three cars of fruit daily, though there will be plenty of space for additional equipment when needed.

The Clermont Citrus Growers' Association is comparatively a new organization and has been shipping its fruit through the Lake Region Packing Association. They expect to ship forty or fifty thousand boxes of fruit next season and are in the neighborhood of 2,500 acres of trees which will come into bearing during the next few years.

PACIFIC COAST NEWS

(Continued from page seventeen)

uears, 2,500 cars; peaches, 1,500 cars; plums and prunes, 150 cars; cherries, 140 cars; melons, 300 cars; grapes, 65 cars.

* * *

In the hope of eradicating the pests and giving their trees such good care that a bumper crop of large-sized nuts can be produced this year, California walnut growers are putting on a campaign to destroy aphids and worms, during June and July, by the use of nicotine dust with a lime base. It is applied with pneumatic sprayers. The campaign is being actively carried on in all walnut growing districts of the state.

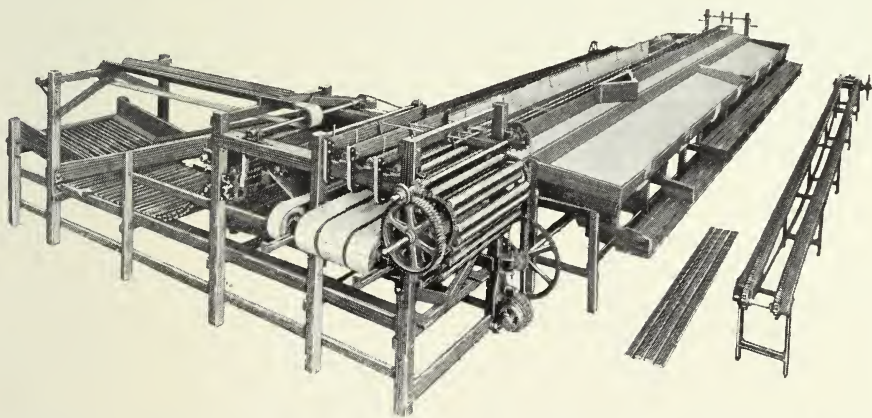
* * *

The Sanitary Fruit Company at Red Bluff, in Tehama county, California, has, according to dispatches from San Francisco, sold its plant to the California Prune and Apricot Growers. It will be used as a receiving house for prunes.

* * *

The plant of the Monte Vista Packing Company at Monte Vista, California, has recently been sold to San Francisco interests.

SKINNER APPLE AND PEACH SIZER



The Skinner Apple and Peach Sizer Does the Work of Five Different Machines

A compact, convenient combination of five important packing house operations, including self-feeding hopper, roller grading belt, cull belt, sizer, and distributing system.

This five-in-one feature effects a worth-while saving in valuable floor space, is more convenient to care for and less expensive to install and operate than would be the five separate units.

The same dependable thoroughness in sizing and grading fruit, which has always characterized the work of individual Skinner units and made them the choice of experienced packers, is found in this Skinner Apple and Peach Sizer.

Write for detailed information

SKINNER MACHINERY CO., Broadway, DUNEDIN, FLA.



BROGDEX REVIEW

"Fruit to the consumer in as perfect condition as when it leaves the tree"

TO BROGDEX FRUIT IN PORTO RICO

The contract was closed during June by the Brogdex Company with R. L. Mills of San Juan, Porto Rico, for the exclusive rights to the use of the Brogdex Method for fruit on the island of Porto Rico. Mr. Mills will immediately commence development work and expects to ship considerable Brogdexed fruit from Porto Rico next season.

Mr. Mills is a veteran in the citrus fruit industry, having been engaged in the business since 1882. He is now manager of the Southern Cross Fruit Company's plantation and packing house at San Juan, Porto Rico, and has held the position for the past ten years. Previous to Mr. Mills' connection with the Southern Cross Fruit Company he was manager of the Lawrence Estate Groves at Miami, Fla.

ENCOURAGING RESULTS FROM BROGDEX METHOD

News from Los Angeles regarding the results of experiments conducted by the California Fruit Growers' Exchange in salvaging cull oranges and lemons and in ascertaining what effect the Brogdex process for treating fruits has in arresting decay, is of a most encouraging nature and is a happy surprise as well as delight to growers and shippers. The head of the exchange is not only a dreamer of fine dreams, but he has an unusual power to make his dreams come true.—Fruit Trade Journal.

W. M. HAMPTON MAKES INTERESTING EXPERIMENT

Mr. W. M. Hampton, secretary of the Brogdex Company, writing to the Winter Haven office from California during the latter part of May, had the following to say:

"We installed the new modern lemon machine today and I took over a dozen eggs and mixed them with a field crate of lemons, they were then dumped in the regular way by their own men into the hopper, up the elevator they went, over the conveyors and through the brushes and Brogdexed on to the grading belt, past the sorters and up to the packers, and not an egg was cracked."

Mr. Hampton said further that those witnessing this unusual test were loud in their praise and all pronounced it a further victory for Brogdex.

Lemons are more delicate to handle than oranges and grapefruit, even more so than tangerines, and since this demonstration everybody seems to think that it means

millions to the citrus fruit industry, particularly the lemon crop, of which California ships annually over 10,000 carloads of 420 boxes each.

BROGDEX METHOD TO BE USED EXTENSIVELY IN CALIFORNIA

The following telegram sent from the Pacific Coast headquarters of the Brogdex Company to Winter Haven, Fla., early in June, indicates that a quantity of California fruit will be handled by the Brogdex Method next season:

"Largest Sub-Exchange in California held meetings and voted to adopt Brogdex and that we be notified to install machinery immediately. Capacity these six installations one million, six hundred thousand boxes next season. These men know fruit and know from experience with Brogdex in one of their houses past season what benefits them and their state. Brings total installations handle two and half million boxes."

BROGDEX NEWS NOTES

Mr. Albert Haworth, vice-president of the Brogdex Company, who has been installing plants in the Pacific Division since January, has returned to the home office in Winter Haven and will be busy in the interests of packing house construction during the summer season.

Mr. W. M. Hampton, secretary of the Brogdex Company, is still in California and will probably remain there for some little while.

Mr. H. J. Skivington, who has spent several months interesting fruit dealers in the North in the Brogdex Method, has been called to the Pacific Division to acquaint himself with the latest improvements in Brogdex Applicators and to assist in the installations of machinery.

BROGDEXED 100 CARLOADS OF FRUIT

Valencia shipping season will practically end at Rialto the middle of the month. The Brogdex paraffine coating of fruit has been satisfactorily tried out on 100 carloads.—Agricultural Notes, California.

Following a year of practical tests the Brogdex Method has proven to be thoroughly successful where intelligently applied on citrus fruits. It is predicted that before another year it will be universally adopted by packing houses.

TRAVELED THREE MONTHS--OVER 9000 MILES

The three fruits shown here were taken from the Brogdexed end of a box of Brogdexed and un-Brogdexed grapefruit which was shipped from Winter Haven, Florida, to Denmark, and then returned. Through error the box was sent to Boston instead of New York, causing some

J. BERNARD SCOTT, President

Winter Haven Citrus Growers Association

MEMBER OF
POLK COUNTY CITRUS
SUB-EXCHANGE
INCORPORATED



L. O. BRADBURY, Sec'y-Treas.
C. W. BARNER, Manager



J. P. WALSH, Jr., Vice-President

Directors

G. B. AYCRIGG
L. L. DAVID
T. G. MALLINAH
H. B. CORWELL
E. J. PECK
J. M. SCOTT
F. J. SENN
J. P. WALDRUP
A. D. TUNNEY

Winter Haven, Florida

May 8, 1932.

TO WHOM IT MAY CONCERN:

The Grapefruit shown in these photographs came out of the Brogdexed side of a box that was shipped from here February 3rd, 1932 to Copenhagen, Denmark, that was re-shipped back to us, arriving here April 28th, 1932, or nearly three (3) months on the way over and back.

Yours very truly,

WINTER HAVEN CITRUS GROWERS ASS'N

C. W. Barner

MANAGER

delay in transit. It was also kept in the Customs House in Copenhagen for three weeks before being returned

This was a remarkable and convincing test of the effectiveness of the Brogdex Method in keeping fruit fresh for a considerable length of time after it leaves the tree.



PRE-COLORING PLANTS FOR CITRUS FRUITS

We are now prepared to furnish pre-coloring plants for citrus fruits, guaranteed not to injure the fruit in any way whatsoever. There is no fire hazard attached to the use of these plants and they are economical and very effective. For full information write Brogdex Company, Winter Haven, Fla.

CHECK, CLIP AND MAIL TO
Brogdex Company
Winter Haven, Florida

- I am interested in:
- Brogdex Method of handling fruit.
 - Packing House Construction.
 - Citrus Pre-Coloring Plants.

Name

Address

This will bring you complete and detailed information.



Must Have

It seemed that a fast moving freight train and a Georgia ducky named Ole had met, with the result that they would never meet again. In a suit against the railroad company to recover somewhat of the damage done, Hamp, a companion of Ole's at the time of the fatality, was testifying as to what he knew about the matter. "Judge," he said, "me an Ole was meanderin' down the track toward Fort Valley when suddenly I miss Ole. Then I walk down the track a piece and I come across Ole's arm. I go on a piece more and find Ole's leg. Further along there lay Ole's head, and I done come to the conclusion, Judge, that somethin' must have happen to Ole."

Detracting

Waters: "Gracious, but the silk stocking industry must be immense."

Rivers: "Dern the silk stocking industry, it ruined me."

Waters: "What's your business."

Rivers: "Street car advertising."

The Wrong Kind

First Black Lady: "Dat baby of yourn am de puffec image of his daddy."

Second Black Lady: "He suah am. He am a reg'lar carbon copy."

Wireless Bug Exterminator

A reader writes that he understands we have a wireless bug exterminator. You tell 'em. We gotta contraption now that's going to put spraying on the rocks. All you have to do is press a button and all the bugs within a certain radius are magnetically drawn into the muzzle of a gun. The rest is easy.

THE RETORT COURTEOUS

"Ah shuah pity you," said a colored pugilist to his opponent as they squared off. "Ah was born with boxin' gloves on."

"Maybe you was," retorted the other; "and Ah reckon you'se goin' to die de same way."—Boston Transcript.

HE HAD ANOTHER THINK COMING

Bill Symes drew a large, pink apple from the side pocket of his coat and prepared to attack it, when another of his workmates reached over and took the apple, saying:

"What kind of apple is that, Bill—Cox's

Orange Pippin?" Then, as he munched, he said: "No, it hain't!"

Another loafer reached for the apple, saying:

"Cox's Orange Pippin, my happy aunt! Don't yer know a Beauty of Kent when yer sees it? Lemme taste it. No, 'tinsn't that!"

Still another grimy paw reached out and took the fruit, deploring:

"You fellows act is if you'd never seen apples before! That hain't no Beauty of Kent, it's a Dutch Mignon. No, 'tain't!" as he took the last bite of it. "What was that apple, Bill?"

"I thought," replied Bill sadly, "that apple was my lunch!"—London Answers.

A prospective buyer walked into the garage and said to the proprietor: "I would like to see a first-class second-hand car."

The proprietor looked at him, and smiled as he replied: "So would I, brother."—Jack-O-Lantern.

Mother: "Willie, I heard you swearing today!"

Willie: "How'd you know?"

Mother: "I recognized those naughty words you were using."

Willie: "Where'd you learn 'em?"

Mother: "I—why, I, well, run on now and carry in that wood."—Back Fires.

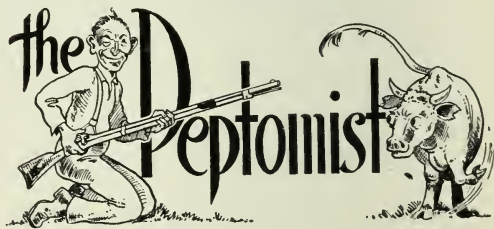
"Shay, did you see me come in?"

The other chap replied, "Yes, I saw you come in."

"Well—hic!—ever see me before?"

"No, I never saw you before."

"Then—hic—how did you know it was me?"—Syracuse Orange Peel.



A lot of people seem to be resting on the philosophy that everything comes to him who waits.

* * *

Never mind if you aren't in the Who's Who column. You may be among the Who Whos.

* * *

In the University of Hard Knocks a fellow is sure to acquire bumps of knowledge.

* * *

It is sometimes a good man who knows what he doesn't know.

* * *

The man who plays fair wins most in the game of life.



EVERYTHING FOR THE PACKING HOUSE

- | | | |
|--------------------------------|--------------------------------|-------------------------------|
| —Apple Machinery | —“Friend” Spray-Gun | —Picking Bags |
| —Automatic Box Dumping Machine | —“Friend” Sprayers | —Picking Ladders |
| —Bags, Picking | —“Friend” Spraying Specialties | —Plans, Packing House |
| —Barrel Heading Press | —Gang Plank | —Platform Elevator |
| —Bates Steel Mule | —Generators | —Polishers |
| —Bearings | —Grading Belt, Canvas | —Pulleys |
| —Bearings, Ball | —Grading Belt, Rollers | —Pumps, Packing House |
| —Belting | —Grapefruit Packs and Sizes | —Pumps, Spray |
| —Belts, Conveyor | —Hatchets, Box | —Reels, Strapping |
| —Belt Supplies | —Heating Systems for Drying | —Repair Parts |
| —Blowers | —Hoes, Scuffle | —Repairs and Service |
| —Box Conveyors | —Hose, Spray | —Re-Weighing Machine |
| —Box Dumping Machines | —Housings | —Scales |
| —Box Elevator | —Hydraulic Barrel Press | —Scuffle, Hoes |
| —Box Hatchets | —Ladders | —Service and Repairs |
| —Box Machines | | —Sizers |
| —Box Material Conveyor | | —Soaking Tank |
| —Box Makers’ Bench | | —Special Bearings |
| —Box-Nailing Machine | | —Special-Made Machinery |
| —Box, Press | | —Spray Engines |
| —Brushes | | —Spray Hose |
| —Cantaloupe Machinery | | —Spray Outfits |
| —Car Movers | | —Spray Pumps |
| —Car Squeeze | | —Spray Guns |
| —Citrus Machinery | | —Spray Pumps, Fittings |
| —Clamp Trucks | | —Skinner Sprayers |
| —Coke Heaters | | —Sprayers, Tractor |
| —Columbia Truck | | —Sprinkler Elevators |
| —Conveyors, Box | | —Sprinklers |
| —Conveyors, Drip | | —Squeeze, Car |
| —Cucumber Machinery | | —Strapping Reel |
| —Crate-Material Elevator | | —Sprocket Wheels |
| —Drip Conveyor | | —Sprocket Chain |
| —Dryers | | —Tomato Machinery |
| —Electric Generators | | —Transmissions |
| —Electric Motors | | —Trailers, Miami |
| —Electric Winding Engine | | —Trucks, Auto |
| —Elevating Sprinklers | | —Trucks, Clamp |
| —Elevators, Platform | | —Trucks, 4-Wheel |
| —Empty-Box Elevator | | —Vegetable Grading Machinery |
| —Engines, Gasoline | | —Washer Brushes |
| —Engines, Kerosene | | —Washers |
| —Engines, Spray | | —Weighing Machines |
| —Fan Ventilating | | —Winding Engine for Elevators |

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| —Lighting Generators | —Trucks, Auto |
| —Machinery, Special Manufacture | —Trucks, Clamp |
| —Motors | —Trucks, 4-Wheel |
| —Miami Trailers | —Vegetable Grading Machinery |
| —Morgan Box Machines | —Washer Brushes |
| —Movers, Car | —Washers |
| —Nailing Machines | —Weighing Machines |
| —Nail Strippers | —Winding Engine for Elevators |
| —Onion Machinery | |
| —Orange Packs and Sizes | |
| —Packing House Plans | |
| —Packing House Pumps | |
| —Packs and Sizes, Oranges and Grapefruit | |
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DUNEDIN, FLORIDA



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—Drivers

—Spravers
..... (mention fruits grown.)

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Volume 1

AUGUST, 1922

UNIVERSITY OF ILLINOIS
Number 8



KING DAVID APPLES

PUBLISHED BY

SKINNER MACHINERY COMPANY

World's Largest Makers of

FRUIT PACKING EQUIPMENT

DUNEDIN, FLORIDA



Skinner Packing House News



A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests.

Published By

SKINNER MACHINERY CO.,

Dunedin,

Florida

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Volume I AUGUST, 1922 Number 8

COOPERATION In union there is strength whether for good or evil. Ever since the dawn of human history—when primeval man found that by joining with another of his kind he could accomplish some purpose which alone he was not equipped physically or mentally to do, down to the present day when the world is full of organizations of men and women banded together for self preservation, protection, accomplishment or one purpose and another—the spirit of co-operation has been a mighty power. History and literature are replete with examples of the value and results of cooperative effort from Aesop's story of the bundle of sticks down to the time when Benjamin Franklin in signing the Declaration of Independence said, "We must hang together to keep from hanging separately," on to the present day when we have ever before us examples of the power of united effort. It is doubtful, in fact, if any really great thing was ever accomplished by one man alone.

Among the most striking examples of present day cooperative effort, that have been productive of much good, are the organizations of fruit and vegetable growers to combat the various evils that the growing and marketing of produce seems to be heir to and to acquire the power for their own good which comes through cooperation both in selling and buying.

Cooperative association of growers in the past twenty or thirty years and particularly more recently has revolutionized the condition of the fruit and vegetable industry. Previously the railroads and un-

scrupulous buyers and dealers took advantage of the disorganized condition of the growers and pocketed most of the profits. Now because of the great amount of cooperative marketing, freight conditions are better and a good part of the profit finds its way back to the grower. Everyone has benefited. Those growers who belong to organizations and those who do not. The big independent buyers and packers have benefited by the elimination of the unscrupulous dealer from their ranks and in many other ways. Competition has, perhaps, become keener but it is cleaner and whether the grower deals through one of the many large and excellent firms of independent packers and dealers or whether he ships through a growers association, he is reasonably sure of a square deal and as a direct result of the power of the spirit of cooperation when used for a good purpose.

There is still need of more cooperative effort, not so much in the selling as in the packing of fruits and vegetables. The better fruits and vegetables are prepared for market the better prices will be. Many growers are unable to finance the proper packing of their fruits or vegetables even though they realize that they are losing money by not so doing. It will pay these growers to get together for the purpose of the proper preparation of their produce for marketing if for no other reason. It will make packing cheaper per individual in the long run, it will make selling easier and above all will bring the grower a better return for his crop. There are still many communities in the United States where it would pay the growers to cooperate and plan to put up a good and uniform pack in order to meet the competition of other growers who have already adopted up-to-date packing methods.

IN THIS ISSUE We all remember the schoolmaster in one of Dicken's books who taught school by practical application. His method was somewhat like this: "Boy, how do you spell winder. W-I-N-D-E-R. That's right, now go and clean that winder." Seriously speaking, practical application as applied to educating children is worth while from many standpoints. The young idea is very receptive and where school work is made interesting in the manner described by H. D. Kemperton on page 18 the impression created will last a lifetime.

Foreign markets for fruit are of interest to every grower and shipper and the story of California's experiments in this connection should appeal to every reader of the News. The story of the present General Manager of the California Citrus Exchange on page 10 will prove entertaining to a number of readers.



Skinner Packing House News



A LETTER FROM FAR-OFF MICHIGAN.

Detroit, Michigan,
July 15th, 1922.

Dear Tom:

I bin getting your "Skinner Packing House News" rite along and i just gotta take pensil in hand and tel you about all the things i bin lerning since i took up reading the news. Honest Tom i didnt no they was so much to the orange bizness. You no tom up here in mich. they keep oranges in saifty depozit valts with hard coal and other valubles. Gosh tom id like to get lose in one of those big orange orchards once. Say tom aint those little stoves that they put out in the orchards the funiest things you ever seen. Looks like they was trying to heat the hole wide world dont it. I told my unkle warren who farms it a bit up state that hed oughta git one of those skinner coak heaters for his apple orchard and then hed have apples on his trees all winter long. He said i didnt no nothing bout farming and id better go back to the city where i mite kid folks into thinking i had some brains. Say gosh tom you know what all those conveyors and sorters which i seen in the news reminds me of. No well il tell you. They remind me of the time i went threw fords factory here in Detroit. They had a whole lot of those endless belts there. I guess making fords is a hole lot like packing frute. Only i guess in packing frute you pick out the culls and ford dont do that. He just takes um as they come down the belt and sells the culls with the rest. By gosh tom that tin lizzie ant berth a got last fall sure musta bin one of the culls. You better sell henry a cull sorter to go with the orchard sprinkler i see he bought acording to the april news. Say tom aint that brodex bizness the greatest ever. Gosh id like to try some of it on that blue suit of mine i got two years ago come last 4th of july and which same i bin trying to get to last threw the summer. Say tom heres a good one on you. Why dont you brodex some of those jokes i been devowring in the news latly. Thats a good one aint it? You see the point tom. Its to keep um from getting stale and sour. Ha ha thats one on you aint it. But kiding on one side tom they aint such bad jokes at that. I only wanted to get in a little joke on you, see. Well tom i guess i better ring off for now. Say next chance you get pick one of those oranges right off un a tree and eat it for me.

you no me
Al.

PS My little boy cyril wants to no why they sent all those grape frute way back from denmark. He says why didnt they eat um when they had the chance.

SPEAKING OF THE WEATHER

"I'm going to comfort Mrs. Brown," said Mrs. Jackson to her daughter, Mary. "Mr. Brown hanged himself in their attic a few weeks ago."

"O mother, don't go; you always say the wrong thing."

"Yes, I'm going, Mary. I'll just talk about the weather. That's a safe enough subject."

Mrs. Jackson went over on her visit of condolence.

"We have had very rainy weather lately, haven't we, Mrs. Brown?" she said.

"Yes," replied the widow. "I haven't been able to get the week's washing dried."

"Oh," said Mrs. Jackson, "I shouldn't think you would have any trouble. You have such a nice attic to hang things in."—Exchange.

Clean, Grade and Size—the watchwords of better prices.

THE PHOTOSTAT AND THE REAL ESTATE OFFICE.

There was brought to this office recently an original tax receipt covering payment of taxes on a section of land in Pinellas county. The paper was dated in the year 1895 and was issued from Tampa. Due to some mi-hap in the Government's record the original copy of the government grant had been lost and this receipt was the only known record proving the title to this section. The Government requested that the receipt be duplicated and forwarded to be filed for permanent record. The duplicating was done by Photostatic method and was accepted without question.

The above interesting incident proves two things concerning the Photostat. First it is recognized by an authority as rendering a permanent record. Second its accuracy is unquestionable.

Any business house needing duplication of records must have this duplication accurate and permanent. This is particularly true in the case of a real estate transaction. The sum of money involved in the transaction is always considerable and everything that the broker can do, to protect the interest of his client, it is his duty to do. A Photostatic record of the abstract, recertified to the date of sale, offers title insurance as binding as the original from which it was made.

In selling, the Photostat record of maps, plats, perspectives and all papers pertaining to a particular piece of land or house, offers to the salesman a prospectus that at once creates a favorable impression on the buyer. It carries with it a clear-cut, concise outline of the thing to be sold.

Progressive real estate firms realize that the above desirable points are to be had in this method of duplication, and consequently the Photostat is being employed more extensively by modern firms.

Our Photostat Department is at your service. For further information write: Photostat Department, Skinner Machinery Company, Dunedin, Florida.

California Experiments With Foreign Markets

The California Fruit Growers Exchange, which controls 73 per cent of the citrus fruit crop of California, is a far seeing organization. Two years ago the rapidly increasing acreage of oranges and lemons, especially the latter, in California began to set some of its executives to thinking. The consumption of citrus fruits in years of big crops was reaching the saturation point.

change to figure upon it as a factor in disposing of any large surplus. The London market offered more encouragement and it was found that there was also a possible market for citrus fruits in the Scandinavian countries.

For several seasons both before and after the war there had been some early shipments of navels for the London mar-



From Packing House to Dock by Truck

They began to look about for the possible development of new markets to take care of the surplus.

Investigators were sent to Europe, to Australia, New Zealand, and the Orient. There had already been some sale of oranges for export to Australia, New Zealand, Japan and China. From 25 to 30 cars are sold for export every year to brokers in San Francisco. These brokers buy the fruit for cash from the exchange at San Francisco and ship it at their own risk. Investigation proved this market to be too small and unreliable for the ex-

ket. This fruit it was found, if shipped so that it could be sold abroad during January and February would arrive in good condition and could be sold for fairly satisfactory prices. Any attempt to ship navels later than this, however, was found to be disastrous as the fruit was too ripe to stand such a long trip.

It was therefore decided to attempt to build up the export market with Valencias which begin to ripen in May and June and have a shipping season extending to November. This fruit stands shipment much better than navels and also—a most im-



Hoisting Oranges for Shipment in New Sling



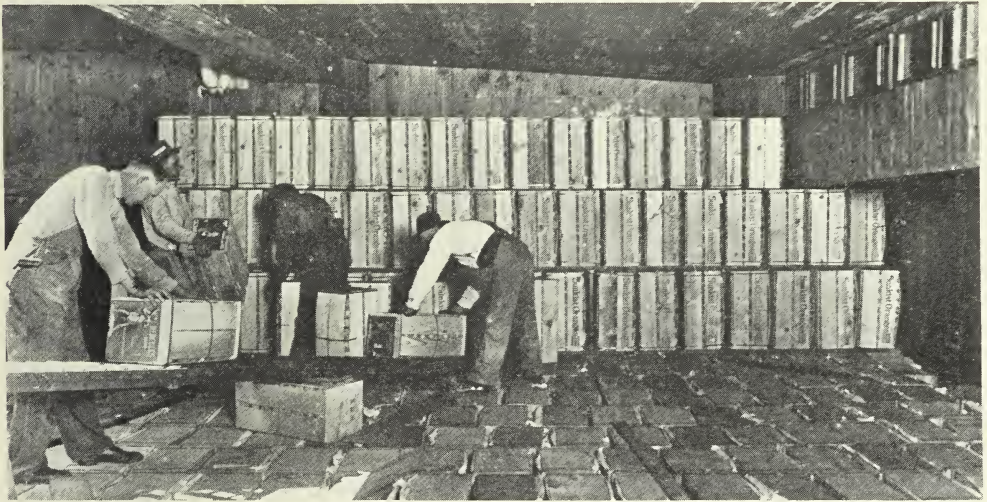
Skinner Packing House News



portant factor—would reach the European markets at a time when most of the Italian and Spanish fruit would be off the market. It was found that it was hopeless to attempt to compete with the foreign fruit on a basis of price. Spanish and Italian growers could sell fruit at a profit for half what California could put it on the market. Quality was the only basis for competition and in this respect the California growers had the best of it, their fruit being much superior. With the difference in price handicap, however, it was deemed best to make the big effort during the four months when there was little or

which were shipped on the Holland-American line and as a result many interesting things were learned about ventilation, stowing and handling. The price brought for this fruit while it on the average was below what would have been netted in the home market was not discouraging to the growers as they felt that some sacrifice was necessary when building up a new market.

With prospects for a heavy crop this season the growers had planned not only to go ahead with the foreign shipments but to purchase or charter a line of steam ships to carry fruit through the Panama



Storing Cargo of Oranges for Shipment to England

no foreign fruit in the European markets.

Besides Spain and Italy there was also another competitor and that was South Africa, which having practically no home consumption for its fruit, shipped it to England. The South African fruit which is graded and packed in imitation of American methods is of good quality also, being nearly equal to the fruit grown in California and Florida.

Another handicap for the American shipper is the difference in the rate of exchange which sometimes clips a dollar a box off of his returns.

Notwithstanding all of these difficulties the California growers last year decided to try the market in England and Holland. During the 1920-21 season some 23,655 boxes of Valencias and 200 boxes of lemons were shipped to Europe. Three-fourths of these went to London and the remainder to Rotterdam. A resident manager was stationed in London to handle these shipments. They were sold at the dock to brokers in London, Liverpool and other English cities.

Observers were sent with the cargoes

canal to New York, Philadelphia and Boston. This would have necessitated the building of a large pre-cooling storage plant at San Pedro, the harbor for Los Angeles, and the acquisition of docking facilities in the Eastern cities.

Experiments conducted last summer showed that fruit shipped by boat through the canal although it takes a week longer would arrive in nearly as good condition as fruit shipped by rail. The freight charges are less than a dollar a packed box as compared with \$1.70 per box by rail. Through means of this water competition the growers hope to force the railroads to reduce their rates to something like those in force before the war.

All plans for shipping abroad were dropped, however, after the freeze in January as it was discovered that there was barely enough marketable fruit left to supply home consumption. With Valencias selling at \$7 and \$8 a box in New York it would be folly to ship fruit to the uncertain market abroad. Just as soon as crop conditions return to normal the growers

(Continued on Page 14)



APPLE PACKING HOUSES

From a Bulletin Issued by the Department of Agriculture

The construction of well-planned and well-equipped packing houses is absolutely essential to the economic handling of boxed apples in the Northwest. The enormous increase in production during the past few years has perhaps emphasized this point more than any other factor. Both individual and community houses are steadily increasing throughout the producing district. The underlying principle to get the fruit through the various operations in an orderly and time saving manner, moving in one direction from the receiving point to the storage or car.

Community houses have proven especially desirable and practical in the Northwest. This is emphasized more strongly than ever where the acreage is concentrated in the river valleys and all individual holdings are from five to 15 acres. A co-operative group of such growers can easily finance the erection of a packing house with all modern facilities. In such a house it is possible to perfect an organization of trained men to bring the grading and packing operations to a uniformly high standard, says a government bulletin.

The operations are generally on a scale large enough to warrant the employment of competent workmen to supervise the various operations, and the cost of inspection is greatly reduced by having this work done at a central point. The cost of packing is not always lower than where the work is done by the individual, but it usually can be done more rapidly.

The best site for a ranch or individual packing house is usually near the residence and other farm buildings close to the main traveled road. Such a location is particularly desirable where there is a common storage house in connection with the packing house, as the storage house is usually air cooled and requires the attention of some one to operate the ventilators during the storage season. In large orchards situated on level land it is often an advantage to locate the packing house near the middle of the orchard to reduce the hauling distance for the loose fruit. In such cases it is necessary to provide a good road from the house to the main traveled road to facilitate the hauling of packed fruit. If the orchard is located on hilly land the house should be built at a point which will necessitate the minimum amount of uphill hauling. Sometimes a hillside can be utilized to advantage by placing the packing room on the second floor and providing for receiving the fruit on this floor on the upper side of the building. The packed fruit can then be taken by means of gravity conveyors to the storage room on the ground floor and loaded out on the lower side of the house.

The receiving platform should be level with the wagon beds, and the loading platform should also be at this level or at the level of the car floor in case the house is on the railroad.

A community house, wherever possible, should be located on the railroad to eliminate the expense of hauling packed fruit to the car and to permit the loading of cars when weather conditions prevent hauling.

It is impossible to determine with any accuracy the size of house to build to accommodate a given tonnage. Under conditions prevailing during the last few years transportation companies have not been able to furnish sufficient cars during the rush season and a house designed to ship several carloads a day may not receive a single car. So it is necessary to have storage space seemingly out of all proportion to packing space.

The better class of house is utilized usually for both packing and storage purposes. However, the fundamental principles underlying the construction of storage rooms and of packing rooms are far from identical. Packing in storage rooms is bad practice. The storage room should be well insulated, properly ventilated, without windows and with as few doors as possible. On the other hand the best type of packing room is provided with abundant light and adequate packing space and should be equipped to furnish artificial heat in winter months. Such a room, it is readily seen, is not practical for the storage of either loose or packed fruit.

The most important feature in the construction of the packing house, but the most commonly neglected, is the arrangement for proper lighting. The most efficient work is possible only when the room is properly illuminated at all times. Most people understand that dim lighting interferes with the accuracy and efficiency of grading operations, but comparatively few realize that the glare of a direct light is equally bad. To avoid the latter condition, architects have sometimes advised the use of North and East windows, and if enough windows are used, such light is satisfactory during the middle of the day, but not intense enough for early mornings or late afternoons or for dull days during the late fall and winter.

Houses constructed to admit light through a narrow lantern or pent-house roof extending the length of the packing room are very common in some districts. This light usually is supplemented by a few low and rather small windows placed along the side and end walls but such a method of lighting is very unsatisfactory.

Hipped-roof skylights and high windows



Skinner Packing House News



in sufficient numbers to light the interior thoroughly are the most satisfactory method of lighting. The hipped-roof skylight is preferable to a straight plain glass, as the style of construction permits it to receive some light throughout the day. The side windows should be placed five feet up the wall so that the light will not be blocked by the machines, conveyors, or stacked boxes, but will flood unobstructed to the center of the room. To light a packing room 100x70 feet will require the use of continuous sash four feet high along the two sides and one end. A room 40x60 feet will require continuous sash of the same height along the two sides only.

Where sizing machines are used, the sorting table is usually placed next to the partition between the packing room and the loose fruit storage, so that the sorters receive very little light from the windows at the opposite end of the room. To increase the amount of illumination at this point hipped-roof skylights should be installed over each sorting table. These skylights should be made of translucent glass to diminish the glare of the sun on bright days. They need not be larger than 3x4 feet in size. Where the house is constructed with a loft, light shafts or wells are used to admit the light and concentrate it directly over the sorting table. These shafts should flare so that at the bottom, which is directly over the heads of the sorters, the dimensions are the same as those of the sorting table. When hand tables are arranged down the center of a large packing room, a large hipped-roof skylight should be placed above to insure plenty of light for the graders. White paint is commonly applied to the light shafts and other parts of the packing room to intensify and reflect whatever light is available.

It is necessary to provide electric lights for use at night and on very dark days. The packing operations which can be conducted efficiently in a rather dim light can be illuminated by globes suspended by drop cords, but such a provision is not satisfactory for the sorting table. For this purpose a rectangular-shaped reflector or hood should be used. This reflector should be the same length as the table and about 18 inches wide. It should be suspended by ropes and equipped with a pulley so that it might be drawn up and away from the table when natural light is available. The reflectors should be furnished with blue glass daylight nitrogen electric globes. The light from such globes is not glaring and is the best substitute for daylight in examining for color and defects.

Every operation involved in handling the fruit from the tree to the car should be done with all necessary measures to prevent any sort of bruising that is likely to cause deterioration. Losses from such are enormous. A large part of the decay in

Northwestern apples is caused by blue mould, a disease that never affects unbruised apples.

Well equipped and strictly modern houses should have grading belts, hand tables, sizing machines, gravity conveyors and elevators and chutes. Some of the work performed by these machines overlaps, but most first class houses employ several methods of doing each operation. Several methods of eliminating waste, time and equipment are also employed, but these must be worked out by the operators themselves.

Cull fruit should be delivered directly from the sorting tables to a point outside the packing room where it can be disposed of without interfering with other operations. In some houses where grading belts and sizing machines are used, the culls are disposed of very conveniently and economically by providing a belt conveyor which delivers the defective apples from the pockets or chutes into which they are dropped by the sorters to a large cull bin. This belt should be equipped with cups or lugs to prevent unnecessary injury to the fruit. Where one or more sizing machines, grading belts, or long lines of hand tables are used, a conveying belt running beneath the floor sometimes is used for the disposal of culls. In several houses a cull bin that has a capacity of approximately one carload is built outside on the side of the house. The fruit is delivered into the bin from the sorting tables by conveyor belts and is removed through a trapdoor into the wagons or cars. In houses equipped with hand tables the culls are trucked from the sorters' tables to the cull bins or are stacked in the boxes outside the packing room.

After the apples are packed, before the boxes are lidded the variety, grade, numerical count, and minimum net weight are stamped with blue ink on the end of the box directly above the label. Some shippers also include the packer's number, and the grower's name. Several systems are used, but as a rule if the stamping is performed by either the packer or lidded the work is generally more or less inaccurate, because they do not feel that it is properly a part of their duties. Where this particular task is assigned to certain individuals they feel the proper sense of responsibility and the number of improperly or carelessly stamped boxes is reduced to a minimum.

After the boxes are packed and stamped the covers are drawn into place by a lidding press and nailed. A properly packed box should have a bulge of one and one-half inches in the center but tapering so that the apples in the ends are flush with the top. This bulge is necessary to keep the fruit in place after the normal amount of shrinkage has occurred. The tops and bottoms of apple boxes are made of light

(Continued on Page 19)



SALES NOTES.

June was the best month in the best year the Skinner Machinery Company has ever experienced from a sales standpoint, the gross sales for the month running nearly fifty thousand dollars more than the best month in any previous year.

* * *

Mr. B. C. Skinner, vice-president and general manager of the Skinner Machinery Company, visited Georgia during July and secured orders for two complete apple packing units. While in Georgia Mr. Skinner visited Baldwin where he saw under construction a large apple packing house, 100 by 120 feet and three stories high. The house is of brick. This is owned by one of the associations consolidated with the Consolidated Apple Growers Association with headquarters in Cornelia.

FACTORY NOTES

This column will have to be offered with apologies this month because our usual sources of information were all too busy to listen to our troubles when we went around on the monthly jaunt for news. Mr. B. C. Skinner had a date with a man to sell him several thousand dollars worth of machinery and of course this excused him. Miss Allen said she had been too busy writing up orders for the past month to even care to think about anything else. Mr. Hatch hadn't even found time to read the last issue of the News so couldn't be expected to know what was news. Mr. Whitaker threw up his hands and said, "Tell 'em not to order any more machinery for about six months." And so on all down the line we met with nothing but cruel looks and cold shoulders. It's a busy place where no one has time to stop and tell us who got married or died or met with any other form of trouble and of course it didn't do any good to tell them that nearly fifteen thousand readers were looking for the news to be passed on to them. We'll get even with 'em next month, though. If there isn't any news when we go around we'll call on old Lady Magi Nation and she's a humdinger for getting things mixed up. We did get two items of information. An automatic inter-office telephone system has been installed in the offices and a quantity of new equipment has been added to the Photostat Department making it complete and up to date in every particular.

F. A. SPRINGER IN GEORGIA

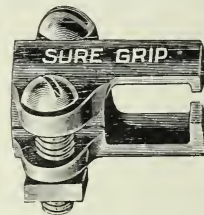
Macon, Ga., July 14.—F. A. Springer, representing the Skinner Machinery Company of Dunedin, Fla., has been in the peach belt during the peach shipping season, installing peach grading and sizing machinery. A number of growers have had the equipment in operation this season.—The Packer.

SPRAY PUMP FITTINGS

Our stock of spray pump fittings is extensive and is the result of years of experience, experiment and study.

SURE GRIP BRASS HOSE COUPLING

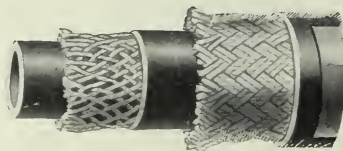
Made with double length nipples, with heavy ribs of sufficient strength to use two hose bands if necessary.



*Sure Grip
Hose
Clamp*

CAN'T SLIP OFF

Braided Cord Spray Hose



Durable and made to stand up under much wear and tear.

SKINNER COKE HEATER

Has it ever occurred to you how really economical the Skinner Coke Heater is? The initial cost is very low, the life of the heater is long and the cost of operation way below that of other types of heaters. This combined with its effectiveness makes it a truly practical heater for protection against frost in orchards and groves. Upon investigation you will find that the Skinner Coke Heater will solve one of your most serious problems.



SKINNER MACHINERY CO.

Broadway, Dunedin, Florida

FLORIDA NEWS

A. S. Herlong is building a new citrus packing house at Leesburg.

* * *

Alexander and Baird of Beresford are building a new citrus packing house at Wauchula.

* * *

A new packing house to cost \$20,000 is being built by the Citrus Growers Association at Seville.

* * *

The new citrus packing house of E. H. Roper at Mascotte has been completed and machinery installed.

* * *

A new Citrus Growers Association has been formed at Crooked Lake for the purpose of building a new packing house.

* * *

The Weirsdale Packing Company is installing a complete four car per day capacity unit of citrus packing machinery in their new house at Weirsdale.

* * *

The Crossby Wartman Company of Citra has placed an order for a complete outfit of modern citrus packing equipment with a capacity of three cars per day.

* * *

The Winter Garden Citrus Growers Association has placed an order for a complete six car unit to go in the new house they are building to replace the one destroyed by fire several months ago.

* * *

All fruit of the Indian River Sub-Exchange hereafter will be sold under the brand name of "Floragold." This was decided upon at a meeting called for the purpose of choosing a name recently and means that Indian River Oranges will be distinct. They will all bear the same name regardless of who is the packer.

* * *

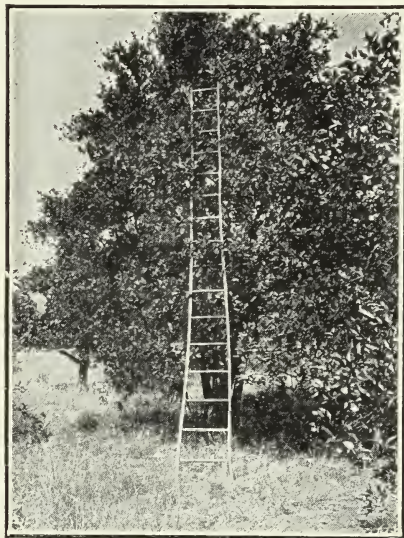
Work is well under way in enlarging the packing house of A. M. Klemm and Son at Winter Haven to increase its capacity. This concern packs the "Belle of Winter Haven" brand and ships through the American Fruit Growers, Inc. The house is of brick and when the improvements under way are completed it will have a floor space of 25,000 feet and a capacity of eight cars per day.

* * *

The South Lake Apopka Citrus Growers Association has ordered another unit of sizers and grading belt for their house at Oakland to facilitate the handling of small lots of fruit. This gives them two complete units of washers, dryers and grading machinery and one extra sizing unit into which they can run small lots of fruit without having to clean up the main machinery. This gives them an increase in capacity. As this is an association of growers they have a number of small and separate lots of fruit to pack as well as the larger crops.

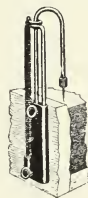
SKINNER FRUIT PICKING LADDERS

Strongest and Lightest



Skinner Split Pole Ladders are light and strong and are made from carefully selected cypress wood. Rungs are made of pine from the very best grade for this purpose. They are furnished from 12 to 40 ft. in length and are priced by the foot.

THE COOPER FRUIT WRAP HOLDER



Holds from one to 1,600 wraps. Attachable on any ordinary paper holding box. Extra needles with every holder. Weight 3 1/4 ozs. Folds up and can be carried in vest pocket. Will last a lifetime.

Increases speed of user

SKINNER MACHINERY CO.
 BROADWAY
 DUNEDIN, FLORIDA



FROM OFFICE BOY TO GENERAL MANAGER

By JOHN B. WALLACE

Twenty-five years ago some newsboys were waiting in the mailing room of a Los Angeles newspaper for their papers. Entered a man from the advertising department.

"The Fruit Growers Exchange wants an office boy," he announced. "Anyone here want the job?"

"I'll take it," replied a fifteen year old newsie without a moments hesitation.

On March the first, 1922, this same boy was elected by the board of directors as general manager of the California Fruit Growers Exchange, the largest and most successful co-operative organization in the world.

The story of Earl G. Dezell is largely the story of the Exchange. At the time he went to work as an office boy in knee breeches the exchange was a struggling organization of growers who were fighting to get some returns for their fruit instead of giving all the profit to the railroads and to speculators.

The infant citrus industry was at a low ebb. The growers were at the mercy of the railroads and the fruit brokers. Some of the farsighted ones saw that

shipped by the exchange last year was in excess of one hundred and twenty-eight million dollars. When Dezell went to work for the exchange it controlled only a small portion of the citrus crop. Today it controls seventy-three per cent of the crop and the acreage has more than trebled.

The advancement of Dezell is not attributed to any extraordinary genius or unusual talent but to his ability to set a mark for himself and then plug steadily along until he reached it.

He was not satisfied with his job of office boy and general factotum but he was not equipped for the position of stenographer which was



something must be done if the industry was to survive. Headed by a prominent grower, A. H. Naftger, an organization called the Southern California Fruit Exchange was formed for the purpose of marketing oranges, lemons and other citrus fruits upon a cooperative basis.

At the time that Dezell was employed as an office boy the central office in Los Angeles had a force of four or five employees and the organization was shipping about 2,000 cars of fruit a year. Today the offices of the exchange occupy the entire floor of a large Los Angeles office building and the organization now known as the California Fruit Growers Exchange last year shipped forty-four thousand carloads of fruit.

The delivered value of the citrus fruits

the next step. Accordingly he attended night school at the Y. M. C. A. until he had acquired a knowledge of shorthand and typewriting. During the summer months when the stenographer was given a vacation Dezell obtained his opportunity. From stenographer to diversion clerk was his next stride upward. While acting as diversion clerk Dezell studied the railroads of the continent to such an extent that he is today considered one of the best informed men on the subject in the country.

One of the duties of the diversion clerk was to keep track of all the cars of fruit shipped and be prepared to divert them to other markets if conditions warranted. From diversion clerk Dezell was placed practically as traffic manager although

without the title at that time. In 1903 the Southern California Fruit Exchange combined with the independent shippers under the name of the California Fruit Agency and Dezell was placed in charge of the traffic department. This organization controlled ninety per cent of the citrus fruit of California.

The amalgamation did not prove to be satisfactory, however, and after a year and one half of operation dissolved and the California Fruit Growers Exchange, the present organization, was formed and Dezell was placed in charge of both the traffic and sales department.

Not satisfied with picking, packing and marketing their fruit cooperatively the fruit growers decided to pool their buying power and organized the Fruit Growers Supply Company. Dezell was made manager of this organization which was a subsidiary company to the California Fruit Growers Exchange. His next step upward was in 1906 when he was made assistant to the general manager and in 1909 his title was again changed to assistant general manager.

In 1912 he was sent to Chicago and placed in charge of the general eastern agency. While in this position he also handled the advertising of the exchange which runs into many millions annually.

His last promotion to the position of general manager came when G. Harold Powell, general manager of the exchange

and one of the prominent figures of the country died suddenly in February. It has been the policy of the directors of the exchange to select its executives from its own organization and the election of Dezell therefore occasioned no surprise. He had worked in every department of the exchange, understood the business from the ground up, has splendid executive ability combined with a great power for analysis of figures and ability to eliminate extraneous matter and arrive at correct conclusions.

Mr. Dezell says that the secret of the success of the exchange is the support given to its executives by its component members. There are twelve thousand members of the California Fruit Growers Exchange. The average intelligence of the membership is of a high order. Orange and lemon growers are men from all ranks of life, doctors, lawyers, retired business men and retired farmers. There is little of the petty jealousies and narrowness of vision that has handicapped other cooperative organizations.

"All that is necessary for us to do is to submit the facts to our membership," Mr. Dezell told me. "The judgment of the majority of our growers is always right."

When asked to what particular thing he attributed his own success Mr. Dezell smiled.

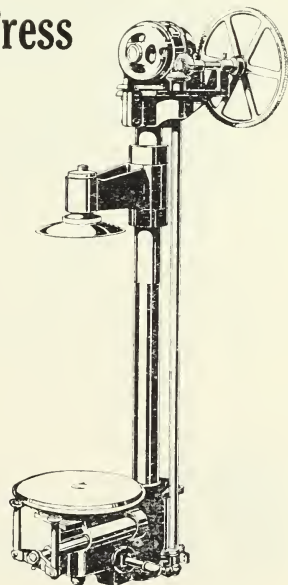
"My creed is a simple one," he replied. "Work hard, stay with it, keep your health and aim high."

Skinner Hydraulic Barrel Heading Press

Your apple packing equipment is not complete unless it includes a well built and practical barrel press and this means obtaining a Skinner Hydraulic Press.

The Skinner Hydraulic Barrel Heading Press may be operated by motor attached or by pulley from line shaft. The press is entirely self contained with pump mounted on the base casting. The valves which raise and lower the hydraulic plunger are also part of the main base casting. The pump runs idle and consumes no power except when actually pressing the head into the barrel. Work is controlled by a double foot pedal action.

Besides these things the Skinner Barrel Press has a number of other features that will appeal to the busy packer. It will be a measure of economy and a mark of efficiency for you to have a Skinner Press. Write at once for full particulars and prices.



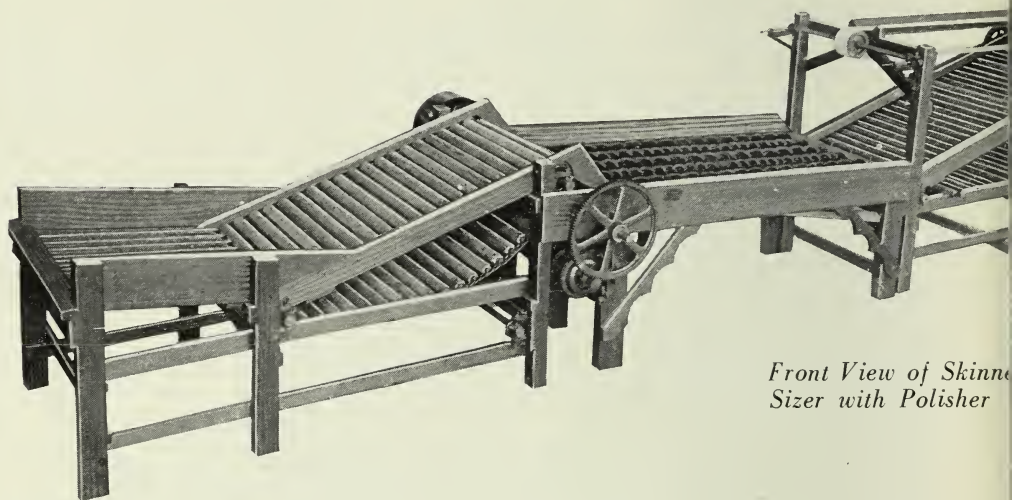
SKINNER MACHINERY CO.

Broadway, DUNEDIN, FLORIDA



Apple and Peach

BUILT TO SAVE



*Front View of Skinner
Sizer with Polisher*

The illustration above shows a front view of the Skinner Apple Sizer with polisher attached. This machine is practically the same as the Skinner Peach Sizer but provides for at least five sizes of fruit. Most packers prefer to have a polisher attached to their sizer and the advantage of this lies in the fact that the polisher takes off the stains from spraying and any dust and dirt that may have accumulated and does this before the fruit reaches the grader, thus enabling him to more readily detect any natural defects. Special attachments to this machine are made for sizing pears and other fruits.

These Skinner Sizers will save a great deal of money in a packing house. There is no question nowadays but that better profits are obtained for fruit well packed and properly graded and sized. Add the additional profits to the saving in operating cost with the increased efficiency and you soon have the price of the machine. The Skinner Apple Sizer is exceedingly accurate and has no equal as a labor saver.

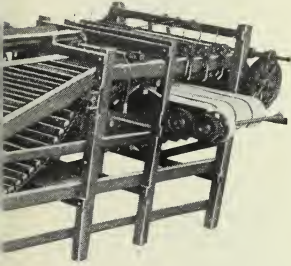
FOR PRICES AND



Skinner Machinery Company

Packing Machinery

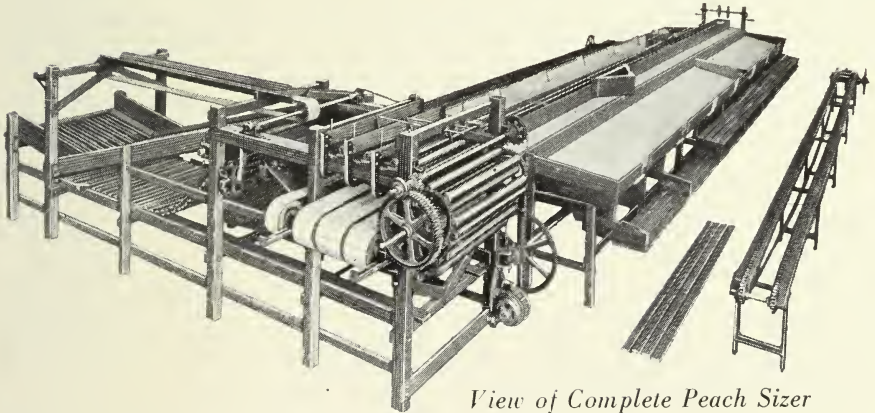
AND MAKE MONEY



Apple
packed

The illustrations hardly give a fair idea of the sturdy construction of these machines. They are designed to stand up under constant service and much wear and tear and still maintain their original efficiency. With intelligent care a Skinner Sizer will outwear any other type of packing machine made. Nothing has been overlooked for the convenient handling of fruit from the time it leaves the self feeding hopper until the packers have placed it in its package. One of the prominent features of all Skinner Sizing and Grading Machinery is the gentle manner in which fruit is handled. Every part where the fruit might bump against a hard surface is padded.

The peach machine is a modification of the Apple Sizer and provides for four different sizes of fruit. This sizer actually does the work of five different machines, forming a compact and convenient combination of important packing house operations, including self feeding hopper, roller grading belt, cull belt, sizer and distributing system. This effects a considerable saving in valuable floor space, cost of installation and operation.



View of Complete Peach Sizer

ARTICULARS WRITE

Broadway, Dunedin, Florida



PACIFIC COAST NEWS.

Work is proceeding rapidly on the new \$300,000 Virden Packing Plant in Marysville, which is to serve the fruit and vegetable growing district of Sutter County. It is expected that this plant will be ready for the opening of the season sometime this month.

* * *

F. G. Webber has been placed in charge of both the orange and lemon packing houses of the Sierra Madre-Lamanda Citrus Association. F. W. Knight, who was manager of the orange house will be transferred to the field department of the Exchange.

* * *

Agricultural Statistician E. E. Kaufman of the California Co-operative Crop Reporting Service, states that the loss of oranges by the January freeze amounted to 16,000 cars, or 7,200,000 boxes.

* * *

Riverside, San Bernardino and Orange counties, California are putting on a joint industrial exhibit at this year's California State Fair, consisting of a miniature packing-house, in actual operation. It will be one of the most complete exhibitions of its kind ever shown in the United States. Oranges, lemons and grapefruit will be used in the demonstration.

* * *

J. H. Strait & Company, having big packing-houses at Redlands and Bloomington, California, will branch out into a new line this year as the company is now erecting a large dehydrating plant. The plant is of the latest and most improved type and will be installed in time to handle the peach and apricot crops of this summer.

* * *

The California Peach and Fig Growers now have a membership of 5800, and operate 28 packing plants. Reports show that California produced 13,800,000 bushels of peaches in 1920, with a value of \$26,220,000.

* * *

As a result of the meeting of citrus growers of Tulare County, recently the Richgrove-Jasmine Citrus association has been formed. This new association is incorporated for \$50,000. Plans are already under way for the erection of a modern citrus packing house at Richgrove, and it is to be completed in time to handle the next navel orange crop.

* * *

Another new citrus association which has recently been formed is that of the Elderwood, Tulare County district. The principal purpose of the incorporation is to erect a new citrus packing house.

* * *

Based upon figures returned on the latest official estimate of exchange packers,

there will be approximately 22,000 carloads of oranges and lemons to move from California by the end of the season. It is estimated that there will be about 6,100 carloads of lemons shipped. Indications are that the Valencia shipments will be a little more than one half of the quantity shipped last season. These estimates are figured on a basis of 400 boxes to the car.

CALIFORNIA EXPERIMENTS WITH FOREIGN MARKETS

(Continued from Page 5)

will undoubtedly resume foreign shipments. They realize that it is hopeless to attempt to build up a foreign demand unless a steady flow of shipments is kept up. It is planned in future years for all the growers to help bear the burden of building up foreign trade instead of letting a few Valencia growers take all the risk. The development of an outlet for surplus fruit is bound to benefit all fruit growers and it is only fair that they should stand their share in the initial experiments.

Practically all of the citrus fruit raised in Southern California is grown in three counties and few of the packing houses are more than 100 miles from the harbor at San Pedro. Paved roads connect them with the water front and all shipments intended for across the water or through the canal can be carried to the boats by trucks.

The rates by boat from Los Angeles to London are less per packed box than the rates from Los Angeles to New York by rail. By maintaining the quality idea it is hoped to overcome the difference in exchange, which has already been lessened by the rise of the British pound, and to eventually build up a market in England that will take care of any over production of citrus fruits in the United States.

Many lessons have been learned from the initial shipments. New methods of ventilation—which were described in detail in the May issue of the News—and new methods of refrigeration are the subject of constant experimentation. The methods of loading and stowing as shown in the accompanying illustrations are the result of many experiments.

Upon the first shipment it was found that the ordinary sling used in loading vessels would not do at all for orange and lemon boxes. The boxes were jammed together breaking the wood and crushing and bruising the fruit. The sling shown in the illustration is the invention of one of the exchange men. It is built in the form of a huge crate with a removable platform at the bottom. The boxes are piled upon this platform which is picked up by the crate sling and lowered into the hold of the vessel without the boxes coming in contact with the sides of the sling.



Model "G"---Columbia Truck---2 1-2 Ton

After many months of careful investigation among motor truck manufacturers we selected the Columbia as the one motor truck that we could whole heartedly recommend to our customers. Back of each Columbia is twelve years experience in actually building good motor trucks. Quality is built into Columbia Trucks, and not overhead expenses. The purchase price is exceedingly low. Columbia Trucks are manufactured in various lengths of wheel base to answer every hauling need. The Columbia is completely efficient and is known as the Truck "Built to Back a Real Guarantee."

Ask us for a demonstration.

Skinner Machinery Company

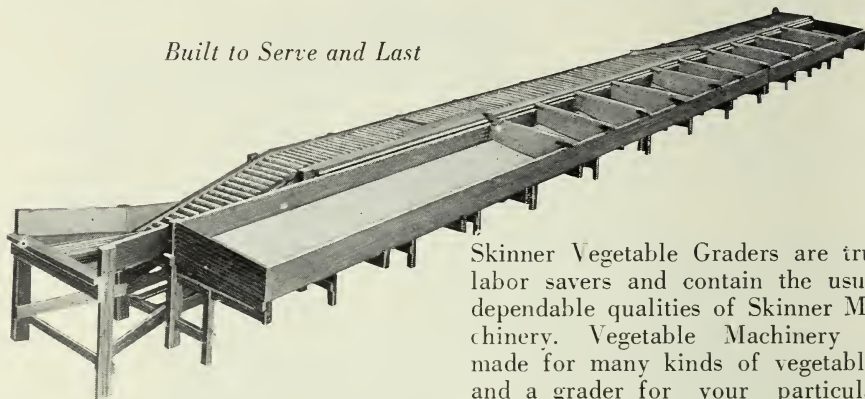
BROADWAY

DUNEDIN

FLORIDA

VEGETABLE GRADING MACHINERY

Built to Serve and Last



Skinner Vegetable Graders are true labor savers and contain the usual dependable qualities of Skinner Machinery. Vegetable Machinery is made for many kinds of vegetables and a grader for your particular

need can be supplied if you will tell us what it is.

The Skinner Tomato Grader shown above serves as conveyor of the produce, enabling the truckers to unload at one point and supply all graders and packers with vegetables without having to cart them the full length of the bins. It thoroughly turns and spreads the tomatoes so as to show all parts to the graders so that no defects will escape their eyes. It regulates the supply of vegetables to the graders so that each one has just the right amount to enable him to produce a maximum output.

Clamp Trucks

Skinner Clamp Trucks are made in two types: One with long handles for trucking field boxes and fruit and vegetable crates stacked more than three feet high; the other with short handles for trucking shipping cases and loading aboard cars.

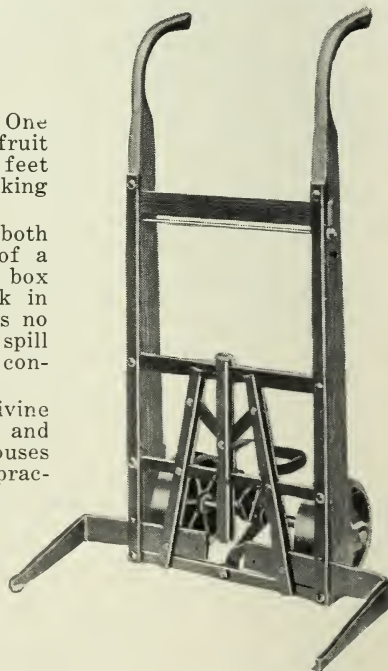
The mechanical principle is the same in both types. The clamps slide under the bottom of a box or a stack, but do not grip the ends of the box nor injure them. The clamps grip the stack in front of the center of gravity, so that there is no chance for it to buckle when picked up nor to spill when carried. The mechanism is simple, the construction strong.

Skinner Clamp Trucks may be equipped with Divine Cushion wheels where the noise of iron wheels and the wear and tear on the floors of packing houses are objectionable. These cushion wheels are practically noiseless and outwear rubber tires.

Write for full particulars.

Skinner Machinery Co.

Broadway, DUNEDIN, FLORIDA





Skinner Machinery Co. Baseball

THURSDAY TEAM

Standing, left to right: E. Pooser, 2b; J. Samuals, c; R. McReynolds, of; J. Moore, p; H. Whitehurst, of; J. Lewis, ss; P. Moore, of. Sitting, left to right: N. Allen, 1b; T. Zellner, 3b; W. Overcash, p, captain; Olinger, of; L. Wright, manager.

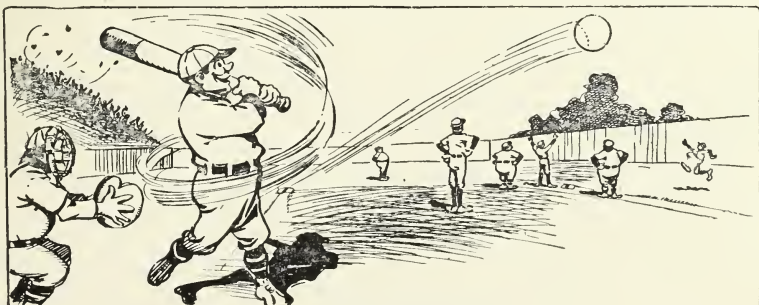
All work and no play may make a lot of jack but it also makes this old world a dull place to live in. Believing that the dull edge should be taken off with a little fun now and then, the Skinner Machinery Company during the summer months has two baseball teams, one known as the Thursday Team and one as the Saturday Team. These teams play on the respective days after which they are named.

This month we are featuring the Thursday team. Next month, space providing and the photographic department being willing, we will have a picture of the Saturday team. Also next month we will give the batting averages for both teams. This should have appeared this month but we are crowded for space. The picture below shows a stirring scene in one of the recent games of the Saturday team.

To date of this writing the Skinner Machinery teams have won 10 out of 16 games. Overcash has won six out of eight games

and has allowed less than four hits per game. He also leads the hitting on the Thursday team with an average of .360. Allen is hitting the pill for .320 and is doing good work around the initial sack. Paul Ficht leads the Saturday team in batting with 500 per cent. Churchill is hitting for .428 and W. Gause .412.

Since the last issue of the News four games have been played. On June 22 the Skinner Machinery team won from New Port Richey with a score of 5 to 3. On July 6 they won from Tarpon Springs with a score of 8 to 0. Two games were played on July 13, both being lost. One of these was at Webster, score 5 to 1 and the other at Bushnell, score 6 to 3.



A. KIRK AT THE BAT



HOW TEN-YEAR-OLDS STUDY FRUIT

By H. D. KEMPERTON

Fruit is already receiving attention in many public schools. Nothing but "Fruit and Nuts" is studied in the Fourth Grade of the public schools in Cicero, Ill., during the month of April. Geography, reading, composition, spelling, arithmetic, drawing, manual arts, nature study, history, literature and music—all the lessons are about fruits and nuts.

No textbooks are used—that is in the form of the old books from which the pupils had to study several pages each day. Everybody lives and thinks of fruits and nuts for the month and anything they come across on that subject is liable to be introduced into the school work some way. Schooldays like these are full of surprises.

Maybe one of the boys saw a fruit packing plant on his summer vacation. Of course it interested him. Boys of ten are natural rubber-necks, full of everlasting curiosity, according to Thomas A. Edison. If it interested him, his mind retained a general idea of it. He is likely to suggest that the class in manual arts build a packing plant on one of the construction tables. The youngsters have reproduced plants in many industries.

This youngster would explain the general nature of the plant. Other boys would suggest material—wood, their metal erecting sets, their toy railroad tracks and trains to make up a complete industrial scene.

When the boys had their packing plant done, the plant itself might suggest material for other classes. Compositions could be written about it, words selected for the spelling and geography would mean hunting up the locations of many fruit packing plants. You see there is nothing fixed about the program; the aim is to make it interesting and therefore it is flexible. The studies go where the natural interest of the children leads them.

Anything relative to the fruit industry will be welcomed if it gives real information. Magazine articles, pictures—even advertising matter. I asked Principal Musgrave of the Wilson school, if he would use an advertising booklet.

"Yes," he replied. "If it is really helpful and not top-heavy with advertising."

He showed me some that other indus-

tries, dealing with food, clothing and shelter, had supplied.

This method of education means that ideas promoting the use of fruits can be introduced into the homes. They are reaching the homes in Cicero. And there are many there; Cicero has more public school pupils than Madison, Wis., or any of eleven other state capitals.

"The enlisted cooperation of the homes has been secured," said Principal Musgrave, "and here is a significant fact. Our children carry new ideas about living into the homes where the parents are foreign-born and have not become fully accustomed to American ways. There are twenty-eight different nationalities represented in our schools.

This kind of school has attracted a world of attention from educators from all over the United States. A booth at the N. E. A. meeting in Chi-

cago led many to make a trip to Cicero to inspect the various Fourth grades there. One important industry dealing with food, clothing or shelter is given an entire month of study in this manner. Twenty industries are now covered.

Six-year old children studied the cooking, drying and preservation of fruits in connection with their playing "State Fair" at the Elementary school of the State Normal, Trenton, N. J. They studied the advantages of preserving fruits, the economy of various kinds of fruits for winter use. They even dried apples and preserved and canned peaches, preparing the fruits in their own classroom and cooking them on the domestic science room's gas stove.

In this unusual school the First Grade plays family all the school year. The Second grade puts in all its time operating the Model Department store, with seventeen departments, which sells everything the "families" require. The Third Grade "plays city," building a miniature city with streets, parks, public buildings, homes and industries.

One of the industries is the Candy Factory. No sugar is used in candy; instead it is made of a mixture of ground fruits and nuts.

All over the United States schools are teaching things about fruit in new and

"Teach parents the value of various foods through first teaching the children in the public schools. The minds of these children are plastic and they will readily absorb these truths and pass them on to their parents."—W. B. Owen, chairman of joint committee of National Education Association and American Medical Association.



novel manner. There is a general tendency toward paying more attention to the three principal things—food, clothing and shelter.

Just how many schools are now teaching these things is hard to say. In 1917 the Institute for Public Service received reports from 12,139 schools that were "studying the industries growing out of the fundamental needs of food, clothing, and shelter. And 10,118 found business enterprises of use in such studies."

But the big movement has been since that time.

By the time the greater part of the 25,000,000 school children in the United States are getting such training the fruit-packing industry ought to be reaping some benefits.

APPLE PACKING HOUSE

(Continued from Page 7)

wood which bends readily, and after lidding the bulge of one and one-half inches is distributed equally between top and bottom. If the bulge is too high severe bruising will occur in the operation of pressing and, on the other hand, where the bulge is not high enough the fruit is injured in transit by the movement within the package.

The successful co-ordination of the many different operations involved in packing Northwestern boxed apples requires in each case a study of local conditions. It is possible to lay down certain principles which should be followed always; but where it is necessary to determine precisely what style of construction or type of equipment is best suited to the particular needs each packing house becomes a separate problem.

Builders should not only be acquainted with the general principles of construction but should also have a thorough understanding of local conditions and such requirements as will naturally arise in the locality.

SOME PHILOSOPHY

Let us endeavor so to live that when we come to die even the undertaker will be sorry.

—Mark Twain.

* * *

When God sorts out the weather and sends rain, why rain's my choice.

—James Whitcomb Riley.

President Clayton of the First National Bank at San Jose, Cal., which is in the heart of the California fruit belt, estimates that this year's apricot crop will be 75 per cent. of normal production. In his opinion prices will range between 9 and 10 cents per pound.

FIRE EXTINGUISHER

*A Necessity in Every
Packing House*



Pyrene with
Bracket

The Pyrene Extinguisher is a one quart pump strongly constructed of brass, acting directly on the liquid without intermediary air pressure. It throws a continuous stream twenty-five feet. When Pyrene liquid is pumped on a fire it is changed to a heavy blanket of gas. This surrounds the flame, cuts off the oxygen and puts out the fire. Pyrene liquid will not damage the finest cloth or the most delicate machinery. It harms nothing but fire.

Guardene Fire Extinguishers embody all the latest improvements in soda and acid machines. They are powerful enough to handle a free-burning fire in its early stages, yet light and compact enough to permit extremely quick action. To operate, the extinguisher is turned upside down. This generates sufficient pressure to throw the solution forty feet. The stream can be shut off by turning the extinguisher right side up again.



Guardene
Extinguisher
2 1-2 Gal. Capacity

A fire in a packing house at any time would be a calamity. Provide insurance by keeping effective fire extinguishers on hand at all times. Write us for prices.

SKINNER MACHINERY CO.
BROADWAY, DUNEDIN, FLORIDA



BROGDEX REVIEW



"Fruit to the consumer in as perfect condition as when 't leaves the tree"

STORAGE RIPENED CITRUS FRUITS MORE PALATABLE

Under the above heading the following article appeared in the Fruit World for June. This bears out the belief expressed by a number of people in the early days of the Brogdex Method that Brogdexed fruit had a much better flavor than fruit of the same kind not Brogdexed:

"Contrary to the prevalent opinion that citrus fruits will not ripen off the tree, the U. S. Department of Agriculture has found that like pears and apples, grapefruit will develop a superior eating quality after a period of one to three months in cold storage, if it is suitably cured before storing. One reason for this is that while the sugar content remains about the same, the acid content decreases markedly during storage, and apparently the bitter principle is broken down, which also increases the sweetness of the fruit. The fruit stores better when picked in mid-season.

"These conclusions were reached by the Bureau of Plant Industry following a series of experiments begun in 1917. It was thought to be an advantage to the grape fruit market to determine whether the fruit could be kept without deterioration until after the peak of the harvest in January, February, and March. In the seed producing varieties of grapefruit, the seeds are likely to sprout while still in the fruit on the tree. This injures the delicate and distinctive flavor of the fruit. Both producers and consumers are benefited by the discovery that grapefruit may be picked before it has become fully mature and the seeds sprout, and retained in cold storage and good condition for several months.

"In the work on grapefruit storage, the most serious difficulty encountered was the tendency of the grapefruit to "pit" in cold storage. That is, the skin would develop sunken spots, which became more or less discolored. These spots did not affect the flavor of the fruit, but spoiled the appearance to such an extent the fruit would not command a favorable price along side of that which was smooth and yellow. This pitting of the skin however, was overcome by a process of "curing" the fruit in a room for two or three weeks at a temperature of about 70 degrees, and then placing in cold storage at a temperature of 32 degrees.

"By this plan, the marketing season of grapefruit could be extended for two or three months beyond the normal season of the variety. Its general adoption would go far toward extending the marketing season for grapefruit into the summer

months, which usually are bare of this delicious dessert fruit.

"Another, but different plan for extending the marketing season for grapefruit, and all citrus, is coming into prominence in Florida and some other citrus sections. It consists in treating the fruit, as it passes through the sizing machine with a proprietary compound known as "brogdex." This material does not show on the fruit, but prevents it from rotting or shriveling for several weeks beyond the normal period. The manufacturers of this product are experimenting with it on apples, and feel confident that it is only a matter of time until apples will be "brogdexed" against deterioration, just as in the case of citrus fruits.

CONSTRUCTION DEPARTMENT

The Construction Department of the Brogdex Company with headquarters in Winter Haven, Florida, is extremely busy just now. Contracts secured during July include a large country home for Mr. J. B. Scott on Lake Otis, at Winter Haven, and a large addition to the packing house of A. M. Klemm and Son of Winter Haven.

NEWS ITEMS.

Mr. E. M. Brogden, president of the Brogdex company, visited New York City and Washington, D. C., during July on various matters of business for the company. Mr. Brogden has been in California for the past several months and will return there early in August.

* * *

Mr. W. M. Hampton, secretary of the Brogdex Company, who was expected to return to Florida sooner, will remain in California until November first on account of the large number of installations of Brogdex Machinery throughout the Pacific Division.

New packing houses are springing up everywhere in Florida. This speaks well for the fruit and vegetable industry of the state.

Several "Better Citrus Fruit" clubs have been organized in Lee County Florida for the purpose of "educating" the growers so that the citrus products of the county may be improved in quantity and quality

Some folks go to a lot of trouble in growing fruits and vegetables, only to lose money by using antiquated packing methods.



Brogdex Method Widely Adopted

Porto Rico will ship Brogdexed fruit next Winter. A great many of the largest packing houses in California have signed contracts for the Brogdex Method next season. Many Florida packing houses that used the Brogdex Method last season have renewed their contracts and new houses are signing up.

Recent contracts and others in process of completion bear out the prediction that has been made by many that the Brogdex Method will be very extensively used in Florida, California and other places next shipping season. The closing of contracts by numerous shippers and associations following a season of successful use is significant and is a decided tribute to the Brogdex Method.

Fruit Buyers and dealers throughout the United States are thoroughly familiar with the Brogdex Method and its advantages to them and there is ample proof in the expressions from the Fruit Trade that there will be a sharp demand for Brogdexed fruit from now on. In order to avoid delays and disappointment in obtaining installations in time for the coming season, others contemplating use of the Brogdex Method should arrange for equipment at the earliest possible moment. Orders now on hand will keep the installation force actively engaged throughout the Summer.

BROGDEX COMPANY

WINTER HAVEN, FLA.

RIVERSIDE, CALIF.

PRE-COLORING PLANTS FOR CITRUS FRUITS

We are now prepared to furnish pre-coloring plants for citrus fruits, guaranteed not to injure the fruit in any way whatsoever. There is no fire hazard attached to the use of these plants and they are economical and very effective. For full information write Brogdex Company, Winter Haven, Fla.

CHECK, CLIP AND MAIL TO Brogdex Company Winter Haven, Florida

I am interested in:

- Brogdex Method of handling citrus fruit.
- Packing House Construction.
- Citrus Pre-Coloring Plants.

Name

Address

.....
This will bring you complete and detailed information.



With Permission

The witness had just been severely reprimanded by the court for having called the officer a jackass.

"You mean to say that it is a misdemeanor to call a policeman a jackass?" asked the witness.

"It certainly is," was the answer.

"Is it any harm to call a jackass a policeman?" queried the witness again.

"None whatever," smiled the judge.

As the witness left, he turned and said to the policeman: "Goodbye, policeman!"—Trumbull Cheer.

Two microbes sat on a pantry shelf And watched with expression pained, The milkman's stunts and both said at once,

"Our relations are getting strained."

—The Staley Journal.

Beating Them To It

Army officer giving commands:

"Shoulder Arms—you too."

"Forward March—you too."

"To the Rear March—you too."

Other officer: "Fine, but I don't get the idea of that 'you too.'"

"Well, I'll tell you. I know this gang—they're a hard lot. Every time I ask them to do something, under their breath I know they're going to tell me to go to h—l and I want to beat them to it."—Sehl Advertising Agency.

Better at Arithmetic than Music.

A teacher of music in a public school was trying to impress upon her pupils the meaning of *f* and *ff* in a song that they were about to learn. After explaining the first sign, she said, "Now children, what do you say; if *f* means forte, what does *ff* mean?"

"Eighty!" shouted one enthusiastic pupil.—Youth's Companion.

Slightly Dazed.

Speaking of white mule, two rustic sports were uncertainly flivvering their way home from the county seat.

"Bill," said Henry, "I wantcha to be very careful. Firs thing y'know you'll have us in a ditch."

"Me?" said Bill in astonishment. "Why I thought you was drivin'."—Minneapolis Journal.

No Competition.

It was in the pre-Volstead days and Layton, the star reporter of the *Wimbleton Daily Argus*, was habitually becoming inebriated, to such an extent in fact that Mixon, the city editor, had decided to inform him that his services were no longer indispensable. It so happened though that the morning Mixon was ready with his information Layton showed up perfectly sober and as a big story which should prove a scoop for the *Argus* appeared on the day's horizon, he decided to give Layton one more chance. Consequently Layton was dispatched with orders to get the yarn and make it strong. He returned several hours later, sat down promptly at his typewriter and started pounding the keys. Mixon thought that perhaps Layton had turned over a new leaf but it was a false alarm for after writing a moment or two, Layton leaned over and fell asleep and when Mixon had roughly pushed him away from his machine this is what he found written upon the sheet of paper: **YOU CAN ALWAYS HIRE SOMEONE ELSE TO DO SOME ONE THING BETTER THAN YOU CAN DO IT YOURSELF BUT EVERY MAN HAS GOT TO BE HIS OWN DAM FOOL.**—Exchange.

Clerk: "I came in to ask you, sir, if you could raise my salary."

Employer: "It isn't payday."

Clerk: "I know that, sir; but I thought I would speak about it today."

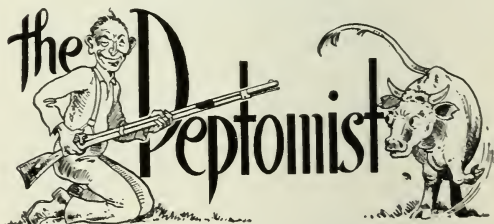
Employer: "Well, go back to your desk, and don't worry. I've managed to raise it every week you've been with us so far, haven't I?"—Staley Journal.

"Mr. McGinnis," asked the judge, "have you formed or expressed an opinion as to the innocence or guilt of the prisoner at the bar?"

"No, sir," replied Mike.

"Have you any conscientious scruples against capital punishment?"

"Not in this case, yer honor."—Exchange.



The busy man never has time for old indigo subjectivity.

* * *

As Rastus remarked, "The wages of gin, nowadays, is worsen death."

* * *

A smile is an antidote for lots of ailments.



Skinner Packing House News



EVERYTHING FOR THE PACKING HOUSE

- Apple Machinery
- Automatic Box Dumping Machine
- Bags, Picking
- Barrel Heading Press
- Bates Steel Mule
- Bearings
- Bearings, Ball
- Belting
- Belts, Conveyor
- Belt Supplies
- Blowers
- Box Conveyors
- Box Dumping Machines
- Box Elevator
- Box Hatchets
- Box Machines
- Box Material Conveyor
- Box Makers' Bench
- Box-Nailing Machine
- Box, Press
- Brushes
- Cantaloupe Machinery
- Car Movers
- Car Squeeze
- Citrus Machinery
- Clamp Trucks
- Coke Heaters
- Columbia Truck
- Conveyors, Box
- Conveyors, Drip
- Cucumber Machinery
- Crate-Material Elevator
- Drip Conveyor
- Dryers
- Electric Generators
- Electric Motors
- Electric Winding Engine
- Elevating Sprinklers
- Elevators, Platform
- Empty-Box Elevator
- Engines, Gasoline
- Engines, Kerosene
- Engines, Spray
- Fan Ventilating
- Fire Extinguishers
- “Friend” Spray-Gun
- “Friend” Sprayers
- “Friend” Spraying Specialties
- Gang Plank
- Generators
- Grading Belt, Canvas
- Grading Belt, Rollers
- Grapefruit Packs and Sizes
- Hatchets, Box
- Heating Systems for Drying
- Hoes, Scuffle
- Hose, Spray
- Housings
- Hydraulic Barrel Press
- Ladders
- Lighting Generators
- Machinery, Special Manufacture
- Motors
- Miami Trailers
- Morgan Box Machines
- Movers, Car
- Nailing Machines
- Nail Strippers
- Onion Machinery
- Orange Packs and Sizes
- Packing House Plans
- Packing House Pumps
- Packs and Sizes, Oranges and Grapefruit
- Paper Holders
- Parker Box Machine
- Peach Machinery
- Pear Machinery
- Picking Bags
- Picking Ladders
- Plans, Packing House
- Platform Elevator
- Polishers
- Pulleys
- Pumps, Packing House
- Pumps, Spray
- Reels, Strapping
- Repair Parts
- Repairs and Service
- Re-Weighing Machine
- Scales
- Scuffle, Hoes
- Service and Repairs
- Sizers
- Soaking Tank
- Special Bearings
- Special-Made Machinery
- Spray Engines
- Spray Hose
- Spray Outfits
- Spray Pumps
- Spray Guns
- Spray Pumps, Fittings
- Skinner Sprayers
- Sprayers, Tractor
- Sprinkler Elevators
- Sprinklers
- Squeeze, Car
- Strapping Reel
- Sprocket Wheels
- Sprocket Chain
- Tomato Machinery
- Transmissions
- Trailers, Miami
- Trucks, Auto
- Trucks, Clamp
- Trucks, 4-Wheel
- Vegetable Grading Machinery
- Washer Brushes
- Washers
- Weighing Machines
- Winding Engine for Elevators

Check the items in which you are interested in this list. Use the coupon on next page.



SKINNER MACHINERY COMPANY

“Golden Rule”

FRUIT PACKING EQUIPMENT

DUNEDIN, FLORIDA



SAVE TIME---CHECK HERE!

Check the items in which you are interested. Tear off this page and return to the Skinner Machinery Company, Dunedin, Florida.

- Send the Skinner Catalogue. —Be sure my name is on your list.
- Send special literature regarding:
 - Sizers
 - Polishers
 - Coke Heaters
 - Trucks
 - Supplies
 - Dryers
 - Sprayers
- Capacity of our packing plant is cars a day.
- (Send floor plans if possible.)
- We have an orchard with trees.
- We grow
(mention fruits grown.)

We are especially interested in:

Send us:

Ship via:

Send the Skinner Packing House News to:

WRITE PLAINLY

Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly. August, 1922.

Postmaster: In case this magazine is not delivered, please return to the Skinner Machinery Co., Dunedin, Fla. Return postage guaranteed.

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Dunedin, Florida

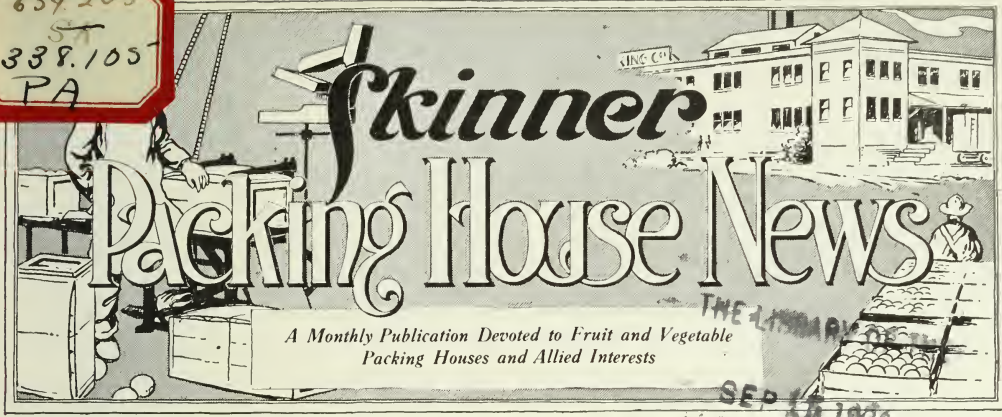
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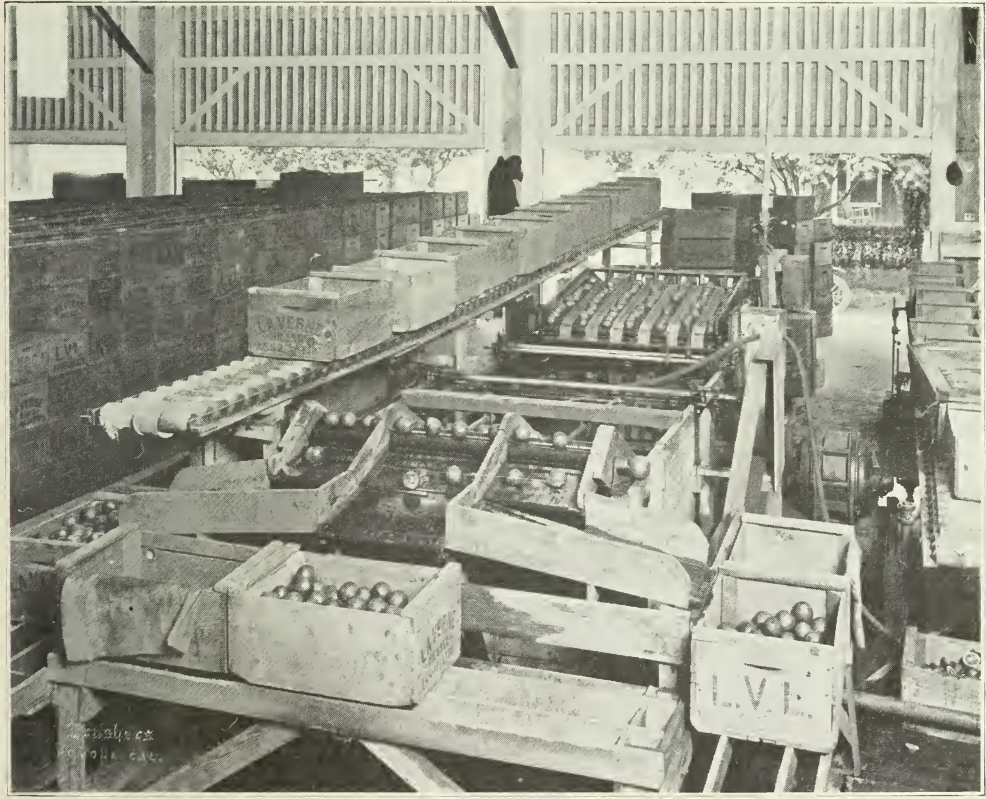
Prof. W. S. Brock,
206 Vegetable Greenhouse,
Urbana, Ill.



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PA



Volume 1 SEPTEMBER, 1922 Number 9
UNIVERSITY OF ILLINOIS



WATER SEPARATOR FOR FROSTED ORANGES



PUBLISHED BY
SKINNER MACHINERY COMPANY
World's Largest Makers of
FRUIT PACKING EQUIPMENT
DUNEDIN, FLORIDA



Skinner Packing House News



A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests.

Published By

SKINNER MACHINERY CO.,

Dunedin,

Florida

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CHANGE OF ADDRESS

Change of address should be reported promptly.
Give new and old address.

Volume 1	SEPTEMBER, 1922	Number 9
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WE TOLD YOU SO Fruit packers as well as others seem to be addicted to the habit of putting off 'til tomorrow those things which might better have been done today. For instance, the obtaining of supplies and equipment is annually put off until the last moment just before the packing season opens, and since these supplies, etc., are procured from a few concerns, these concerns are overtaxed during a very short space of time in trying to take care of the wants of their customers for an entire year. There is always, to all fruit packing concerns a period of inactivity between the close and opening of the operating season and during this time it would be a simple matter to anticipate the needs of the following season and to place the orders for these things. There is a double-barreled advantage in doing this. It insures the packer obtaining everything he wants on time and gives the manufacturer or dealer a chance to distribute his work through a greater part of the year instead of having to be rushed and overworked during a few months.

For the past six months the Packing House News has tried to impress upon packing house men the necessity of ordering early but as usual a good many of them waited until the last minute, with the inevitable result that some are bound to be disappointed because of the inability of concerns supplying them to deliver the goods in the time required. It is a simple problem though seldom appreciated. If one hundred packing houses each requiring certain equipment all order from one concern thirty days previous to opening their packing houses, it is going to be impossible for this concern to take care of them all. Whereas, if these houses had ordered four

or five months before the season opens, every order could be handled in plenty of time and with a great deal more satisfaction to everyone concerned.

It is a frailty of human nature, supposedly, that allows packers to put off the very important matter of ordering equipment until the last minute. There are certain wise packers who this year gained the advantages of ordering early and we trust that another year will find a great many more who will have joined the ranks of "the early birds."

SPRAYING BY AIRPLANE

We doubt if spraying by airplane will ever become the common way of combatting insect pests or diseases on fruits or vegetables. This method could hardly be thorough under all conditions, never wholly practical and certainly not economical for general usage. But it is interesting to note that experiments have been made by spraying from the air, and with some degree of success. Perhaps in emergencies or under certain conditions the airplane may be made to play an important part in agriculture of the future.

We have a brief account in this issue of a test carried on in Ohio where catalpa trees were sprayed with arsenate of lead powder from an airplane. The Ohio Agricultural Experiment Station in its monthly bulletin for July and August gives a complete account of this test. It is stated that the dust was applied with a fair degree of accuracy and thoroughness, but during the test meteorological conditions were ideal, which would not always of course be the case. The following is quoted from the bulletin of the Ohio Experiment Station:

"After the final passage of the plane, a critical examination of the foliage in all parts of the grove was made. Not a catalpa leaf could be found anywhere which did not bear particles of arsenate of lead in sufficient quantity to constitute a killing dose.

"The most gratifying phase of the act of applying the dust was the excellent distribution obtained and the remarkable manner in which it could be controlled and thus deposited where intended. By correlating altitude, wind currents, etc., the behavior of the dust can be fairly estimated. After this is done a 'trial puff' of the powder can be made and the 'range' secured. Using the trial puff as a basis for correction the actual work of dusting can be begun with a fair degree of confidence that the cloud will settle where desired."

GIVE HIM T. AND F.

If the Kookoo Kluxes want to win public favor why don't they grab the grower who puts good apples at the top and bottom of his barrels and wormy and poor fruit in the center in the mistaken notion that nobody will discover the deception?—Fruit Trade Journal.

A WATER SEPARATOR FOR FROSTED FRUIT

By JOHN B. WALLACE

Since the severe frost of last January the water separator for frost-damaged oranges and lemons has again come into extensive use in the packing houses of Southern California.

This machine works upon a combined gravity and current principle. It was invented by Mr. Frank Chase, of Riverside, Cal., and improved upon by Mr. George D. Parker, of that city. The first successful ones were installed in the packing houses of the LaVerne and Pomona fruit districts.

Mr. Chase got his idea while dumping frozen fruit into an irrigating canal at Riverside. He noticed that some of the oranges were barely submerged and came to the surface of the water immediately, while others went deeper and stayed under for a longer period. Investigation and repeated experiments proved that the less the fruit was damaged by frost the deeper under the water it sunk, while the badly injured fruit hardly penetrated the surface. The reason was obvious. Frost damages fruit by breaking down the cells and allowing the juice to dry out. Therefore the frozen fruit was much lighter than the unfrosted fruit which was full of juice.

In the illustration on the front cover, is shown one of the two separators now in use in the new LaVerne packing house. The other separator is just to the right of the one in the photograph. By placing the machines thus side by side great economy of floor space and cost of operation is effected.

The fruit is unloaded at the platform in the background of the picture just as it comes from the orchard. The boxes are emptied upon the rollers which carry the fruit to the water and drop it a foot or more. The water is kept in motion by means of two propellers which create a current. The good fruit goes nearly to the bottom of the tank and as it rises is caught by a horizontal screen and diverted into the stream which feeds the chute shown at the right in the photograph.

The partially damaged fruit is caught by a second screen placed higher up in the water than the first and diverted into the stream feeding the center chute, while the fruit that is totally unfit for marketing rises to the surface and floats off to be diverted into the stream feeding the chute to the left.

The fruit dries itself as it comes up upon the ascending rollers before going into the chutes. Each load of oranges and lemons is tested before going through the separator and the screens are raised or lowered in accordance with the thickness of the skin of the fruit. The thickness of the

skin of an orange makes considerable difference in its comparative weight and the distance it penetrates the water.

This water separator has been a big money saver for the growers of California as it eliminates all guess work as to the condition of frosted fruit. Before its invention the only method of testing fruit was by cutting a number of samples from each box. This was both expensive and inconclusive. Much good fruit was thrown out and much bad fruit got into the pack to the damage of the reputation of the brand under which it was shipped.

The writer watched the cutting of several dozen oranges as they came through the separator. Not one frost injured orange was found among those in the right hand chute. Those in the center chute when bisected showed no frost damage, but when cut at the ends revealed traces of injury which prevented them from being classed as number one fruit. All of those taken from the left hand chute were unmerchantable fruit.

Lemons were formerly separated in an alcohol separator upon much the same principle as the water separator. It was not only more expensive but no more effective than the orange machine, so it was discarded in favor of the latter.

The water separator is not effective upon either oranges or lemons until from ten days to three weeks after a frost, as the frozen fruit must be given a chance to dry out.

THE PHOTOSTAT AND THE ARCHITECT

In the office of the busy, progressive Architect, hardly a day passes that does not bring forth a need for an improved method of reproducing a set of plans. A Photostat, in the hands of a capable operator, familiar with the exacting requirements of Architectural work, offers a ready and modern outlet to the many problems of reproduction that arise. Its field is wide enough to handle practically any demand the Architect may make. Enlargements to scale up to thirty by forty inches, copies of blue prints, reproductions of pen and ink, pencil, water color and crayon perspectives for re-rendering, copies of plans from pencil sketches; in fact all requirements in reproduction work are handled in a manner satisfactory to the most particular customer.

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Our Photostat Department is at your service. For further information write: Photostat Department, Skinner Machinery Company, Dunedin, Florida.



New Packing House of LaVerne Exchange

The LaVerne Exchange with its three packing houses is one of the largest fruit packing associations in the world, having a capacity of more than two million boxes of fruit a year. It has already reached an output of 508,000 boxes and this figure would have been exceeded this year but for the freeze.

The exchange is located at LaVerne,

feet, exclusive of its large ice plant. It also has a box factory and a pre-cooling plant in its basement.

The accompanying photographs show exterior and interior views of the new house.

The two orange houses have each a daily capacity of twelve cars or 4,800 packed boxes. The lemon house has a capacity of two and a half cars a day or 1,000 boxes.



Exterior View of New Packing House of LaVerne Exchange

Cal., in the heart of one of the best navel districts in Southern California. Anaheim excels in Valencias and Upland and San Dimas in lemons, but LaVerne leads them all in quality and quantity of navels. Last year the capacity of its two packing houses being threatened, it was decided to build a third one.

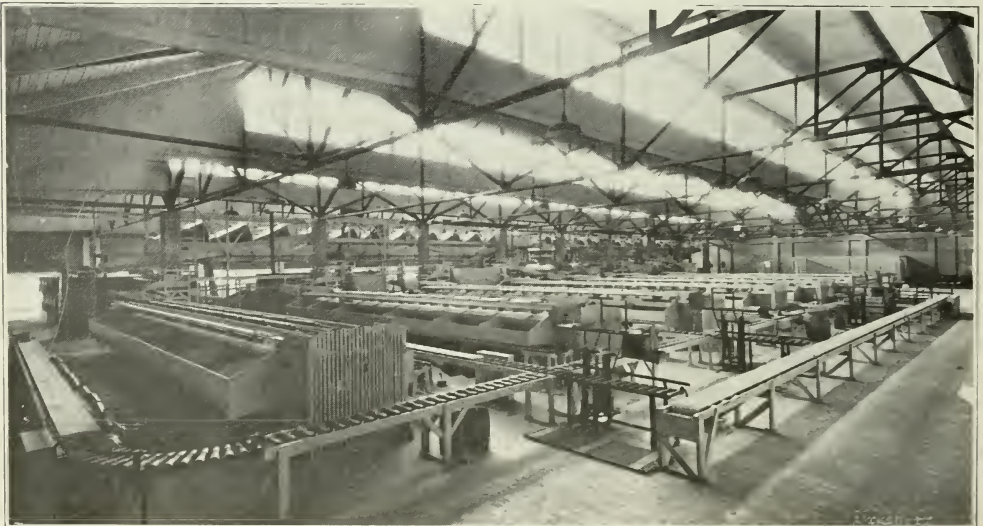
This third house, completed last fall and put into operation this spring, is one of the most modern fruit packing plants in the country. It is built of reinforced concrete and has a floor space of 136 by 196

The returns last season were nearly a million dollars.

The pre-cooling rooms in the two orange houses have each a capacity of fifty cars or 20,000 packed boxes of fruit. The two ice plants can make 58 tons of ice a day.

When running at full capacity the exchange employs three hundred fruit pickers and two hundred inside employees.

It embraces an acreage of 2,000 acres of oranges and 500 acres of lemons. Seventy per cent. of the orange acreage is navels and the remainder Valencias.



Interior View of New Packing House of LaVerne Exchange



PACKERS SHIP HUGE FRUIT CROP BY WATER

Approximately one million boxes of Washington apples and about three hundred thousand additional boxes from Oregon will be handled at the refrigerator terminals of the port of Seattle the coming season, according to Port Commissioner George B. Lamping. Last year two hundred and fifty thousand boxes were handled, as it was then more or less of an experiment, for the coming of refrigerator-equipped steamships in both the North European and intercoastal traffic first made it possible to experiment with fresh Washington fruits. The apples arrived at destination in good condition and shippers have arranged to continue this method of forwarding their product.

The State Public Service Commission of Washington will head a conference in Seattle with owners and operators of barges, scows and lighters of Puget Sound with a view to bringing about the filing of a regular schedule of tariffs for this service.

The new motorship *Missourian*, in the service of the American Hawaiian Steamship Company, sailed from Boston for this port recently. The *Missourian* is a sister ship of the *Californian*, which was here a short time ago on her maiden voyage. The operation of these ships is being watched with interest in shipping circles, as the motorship idea is making headway.

Bringing 1,458 tons of Atlantic coast cargo, and 480 tons from North Europe, the steamship *Virginian*, of the American-Hawaiian Line, arrived in port. The vessel will lead out of Puget Sound and shift to Tacoma.

As the initial vessel in the new service to the United Kingdom and possibly Sweden, the steamship *Christianiaford* is en route to the Pacific in ballast. This will be the first of a fleet of five steamers chartered from Swedish interests by the Trans-Oceanic Company and will load at Seattle, Vancouver and San Francisco on this voyage. The vessel will berth here in late August or early September and will be followed in September by the steamship *Frogner*, now in the Orient, which will likely load at Grays Harbor or the Columbia River. The steamship *Anten*, which is being withdrawn from the Australian trade, will be loaded for London, Hull and Leith at San Francisco.

MORE AND BETTER PACKING HOUSES

More citrus packing houses are being erected than at any former time in the citrus history in this state, and all of them that we have seen will vie with the best in California, both in appearance and in equipment. Truly citrus Florida is growing, spreading, and it will not be many years before California will have to look to her laurels as a quantity producer.—Florida Grower.

Columbia Trucks

"Built to back a real guarantee"



Two and One-Half Ton

The two and one-half ton Columbia Truck is the embodiment of real service, unusual power and standard equipment. It will not balk at deep sand or heavy duty. It includes special features in its construction that will please the exacting truck user and measure up fully with his expectations. After much investigation and varied experience with trucks, we confidently recommend the Columbia to our customers as a thoroughly dependable truck for all purposes. Write for particulars.

Particularly Well Adapted to Grove and Packing House Hauling Needs



Ask us about our adjustable pump plunger for spray outfits. A new idea and a good one.

SKINNER MACHINERY CO.
BROADWAY, DUNEDIN, FLORIDA

THE PROOF OF THE PUDDING

By PEGGY POE

The proof of the pudding is in the eating all right, and that is the royal reason why fruit producers should put forth a fruit that is eatable—one that will leave that "lingering" taste. A fruit, desirable from the skin to the core. This stage of perfection calls for more pudding. Fifty years ago, little attention was paid to standard grades of food. Pork, soft from the wild pastures, did very well for bacon, but now the consumer demands solid, sweet, fattened meat and he gets it. Also, the demand for clean good fruit, not the mansion of some enterprising insect, is being more and more sought by those who eat.

Perhaps every fruit grower knows these facts and would gladly offer a prime fruit but his capital is small. Equipment of good quality does not sell for a song, and thus the small grower or the new planter is harrassed and works the road of Hope along with old man Trouble. But he need not do this.

Stir up the community spirit! The same community spirit that builds roads, makes parks, holds elections and meets at celebrations. Stir up that community spirit and lend an ear to the fact that sprayed and protected orchards are as essential as elections and good roads. If you want to raise fruit, it seems unkind that you should have to fight your neighbors' crop of bugs. Rather do as they are doing in so many places. Get together and make your spraying machines as much of the community machinery as the fire wagons, the street sprinkler and the road grader.

Let every man count his acres and his trees and give in per cent. to what he has. Here is the way one very small "ring" has gone about their business to get results. A little spraying "ring," composed of twelve progressive farmers, wanted their fruit sprayed. None of them could afford a real up-to-date spraying outfit, yet they wanted a good commercial crop on their 1,150 trees. Each member contributed \$14 to purchase a spray pump and equipment. Two boys were hired by the members to do the spraying and they sprayed the orchards in two days and made a complete job of it, too. After the first spraying, the members were not notified when the sprayers would be in their orchards. In fact, many of them did not know when the boys sprayed their trees. Not only did the boys save the farmer and the grower trouble, but they also gave him time to attend to his other crops.

They did a good job of the work, carrying from 200 to 300 pound pressure on the nozzle, thus covering even the tallest trees with a fine misty spray that closed over the limbs like a blanket.

The cost of the spraying material amounted to about 28 cents a tree. The labor of the boys, the engine and the team came to \$70. This amount, added and proportioned off to each member, amounted to about 40 cents a tree. Not much when one considers that last year one fruit grower sold \$33 worth of apples from one sprayed tree.

Now, although this method of spraying concerns apples in the middle west, it needs only to be varied a little to meet the needs of any community where fruit is raised. A study of local requirements to meet the needed protection against insects and the results will be successful.

If you cannot own your own spraying outfit or find that the one you could own would be inferior to the one you believe would give better results, well, then join hands with your neighbors and put as much pride in a mutually owned spraying outfit as you would in a stretch of good road before your door or the brilliant fire-fighting outfit in your village.

GRADE AND PACK

A new shipping season is at hand. The new crop of fruit is now arriving in the great consuming centers. It must be borne in mind by every fruit grower, that the first real foundation stone of good marketing is efficient grading and packing. It should be always borne in mind, too, that poor fruit injures the sale of all; that poor basket fruit will injure good barrel fruit; that poor barrel fruit will injure good box fruit and poor box fruit will injure good barrel fruit; and poor apples hurt orange sales and poor oranges hurt good apple sales. In other words, the presence at any time of a large quantity of poorly graded and packed fruit is a menace to the marketing of all fruit. Let us strive therefore to make this season a banner year in grade and pack.—American Fruit Grower.

TABLETS TO THE "DELICIOUS" APPLE

Winterset, Ia., Aug. 18.—A tablet commemorating the original "delicious" apple tree, a variety which in the last twenty-five years has been planted in nearly all apple growing sections, was dedicated this week at Winterset. Horticulturists from all parts of the country attended and a statement from Secretary Wallace was read.—The Packer.

CONUNDRUM

If it costs ten cents to spray a box of fruit and sprayed fruit brings fifty cents a box more than unsprayed fruit on the market, why does it pay to spray?

SPRAYING TREES FROM THE AIR

By DEAN NORRIS

Dayton, O., July 22.—The efforts made recently by Captain Robert E. Kinlock to eradicate pests destroying the forests on Gunstock Mountain, New Hampshire, by dropping a special form of gas bombs from an army airplane, recalls the pioneer effort along that line made last August by Lieutenant John A. MacReady, who shortly afterwards startled the world by flying to an altitude of 42,000 feet, setting a record for others to shoot at.

MacReady, however, in his first experiment, made at the instigation of the state department of agriculture, used powdered arsenate of lead. A six-acre grove of young catalpa trees had been completely

sapped of their very life before the third attack by the insects. Had the spraying been done early in the spring it is believed the trees would have lived. Recently the agricultural department requested a repetition of the same operation. This time on a farm near Cleveland.

Results of the gas bombardment in New Hampshire and the effect of the spraying with arsenate of lead at Cleveland will be watched with interest by the Ohio agriculturists. Notes will be compared and conclusions reached as to the efficiency of the powder over the gas method of spraying, or vice versa.

The eastern experiment was conducted under the auspices of the Federal Agricultural Department, with the Army Air Service officials at Washington co-operating.

It is believed that a new commercial possibility for airplanes will be developed as the result of the first three experiments along this line. In such development the Army Air Service officials, it is said, are always ready and willing to co-operate.

Spraying of orchards by this method will be a development next year, it is claimed by orchardists.



Spraying Grove With Poison Powder to Kill Insects

defoliated twice by caterpillars and was undergoing the third attack by the insects, when MacReady and his airplane were called into service.

The Army Air Service readily acquiesced to the request of the Ohio Agricultural Department and a crude sifter was constructed at McCook field and attached to the plane. Upon arrival at the W. H. Carver farm, near here, the scene of operations, MacReady charged the hopper of the sifter with the poisonous powder and the fight began.

An observer accompanied MacReady and operated the sifter, while field photographers, in another airplane, looked on and made pictures of what proved to be the pioneer battle against pests in a grove of trees, from an airplane.

MacReady maneuvered his plane to the windward side of the grove and passed over it a number of times. All remaining leaves were covered with the fine powder and the following morning revealed millions of dead caterpillars on the ground.

The initial experiment was a decided success as far as the theory was concerned. However, inspection of the grove this spring disclosed that the spraying had not been resorted to in time. The trees were

IT PAYS TO SPRAY

That it pays to spray citrus fruit is shown in the following extract from an article appearing in a recent issue of *The Packer*:

"While no exact estimate is made of the profits to be expected from money expended in spraying, growers find that the returns are real and appreciable. The grade of the fruit is raised so that it brings a better price, and the yield is increased by preventing the devitalization of the trees following insect attack.

"High-grade fruit can be sold when the owner desires to sell it. The lower grades can be sold when the buyers want them, or when the market calls for lower grades. It has been shown in the case of other citrus crops that there was a loss of over \$500,000 due to the lowering of the grades of the fruit caused by easily preventable pests. The reduction in size of the fruit caused an additional loss of \$475,000, and the reduction in yield caused a loss of \$760,000, making a total of \$1,744,955, which practically all could have been prevented easily at a nominal cost. To spray this crop at 6 cents a box would have cost \$456,000, leaving a profit of \$1,288,955, or 282.7 per cent. profit on the investment."

Don't wish for good prices for your fruits and vegetables and then neglect to carefully grade, size and pack them.



SALES NOTES

H. C. Conner, of Bartow, Fla., is installing electric motors in his packing house to replace the gas engine used heretofore. Variable speed drive will be installed to take care of the dryer and washer feed, thus giving perfect control of his capacity.

* * *

The Frostproof, Fla., Citrus Growers' Association has ordered a "Big Six" Skinner Washer and Polisher to replace their present equipment, which has become inadequate to handle their large output.

* * *

Seven packing houses in Alabama, members of the Gulf Coast Growers' Association, have placed orders for Skinner Machinery for packing Satsumas. Liberal polishing equipment is the feature of these outfits. Skinner Polishers were selected as being best suited for this fruit.

* * *

J. W. Hunter, of Mobile, Ala., has purchased an outfit of Skinner Machinery for his packing house.

* * *

Several shipments of machinery for packing apples in North Georgia, have recently been made. The Consolidated Apple Growers' Association, with headquarters in Cornelia, is the organization through which most of the North Georgia packing houses market their output. This organization uses the box pack with success. Several new houses are being built this season, testifying to the success of the association.

* * *

Mr. A. H. McIntyre, representing the Skinner Machinery Company in the states of New York, New Jersey and Michigan, has secured contracts for equipping about fifteen packing houses in these states with Skinner Machinery for Apples and Peaches. He reports the loss of ten other contracts because delivery could not be made on time.

FACTORY NOTES

Mr. B. C. Skinner spent two weeks during August in New York City and Belmar, N. J. Mr. Skinner stated on his return that he found it hotter in New York than in Florida and that he was glad to get back where it is cool.

* * *

The Peninsular Telephone Company has installed automatic telephones in Dunedin. Mr. Whitaker suggests that we may get some service now since we have no operator to contend with.

* * *

Miss Allen states that the Skinner Machinery Company factory is surrounded by radio stations and that enterprising packers may send in orders by wireless now.

* * *

It is reported that Mr. Newborn has purchased a new automobile and has had several accidents so far.

SKINNER FRUIT PICKING BAGS



Look over your picking bags now and see if you have plenty for next season. It won't be long before you will be using them again. Skinner Picking Bags are light and roomy. Wide supporting strap eases weight on shoulders of picker. Catch on bag releases fruit gently from bag to field box.

SKINNER COKE HEATER

If you want frost protection for your grove or orchard at all, you want the most economical and the most effective. Get prices and records of Skinner Coke Heaters and place your order early so as to avoid delay in supplying your needs.



SKINNER MACHINERY CO.

BROADWAY

DUNEDIN, FLORIDA



FLORIDA NEWS

The Winter Haven Fruit Company is building a modern and commodious packing house at Winter Haven. They will pack the fruit for their members and also for the public.

* * *

The Lakeland Citrus Growers' Association has decided to erect a new packing house early next year. A two-story structure, 100 by 130 feet, is planned and it will be complete and modern in every detail. It will stand on the property owned by the association on the Atlantic Coast Line tracks between Iowa avenue and the light and water plant.

* * *

A new corporation, the Dillard and Keene Company, has purchased the Exchange packing house at Eustis and are having it remodeled for their own use.

* * *

The Lake Reedy Packing Company of Frostproof has built a three-car capacity coloring room as an addition to its packing house.

* * *

A new packing house is being planned to be built at St. Cloud in time to handle the citrus crop of the coming season.

* * *

The Groveland Citrus Growers' Association are planning to add a pre-coloring plant to their equipment to take care of their Parson Brown orange crop this fall.

* * *

Truck growers of Palmetto will erect a large packing house at the intersection of the Atlantic Coast Line and Seaboard tracks. This packing house will be 50 by 150 feet and is to be in readiness for the coming shipping season.

* * *

Oneco truck growers will build a packing house 40 by 80 feet on the Seaboard track. There will be additional space for receiving and loading.

* * *

The Owanita Citrus Growers' Association near Alva is adding additional working and storage space, a pre-coloring room and a garage to its present plant.

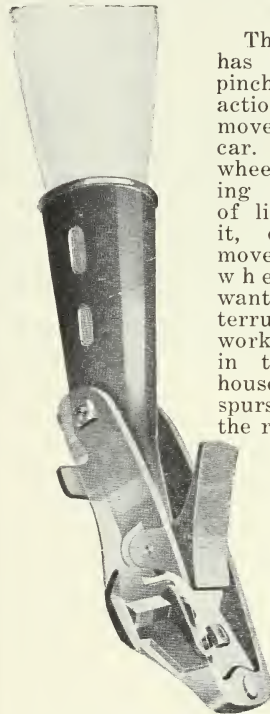
* * *

A 50 by 100-foot addition has been made to the packing house of the Bradentown Citrus Growers' Association.

* * *

The Citrus Growers' Association at Arcadia is making quite an addition to its packing house and is erecting an office building. The office building will be of brick and 32 by 34 feet. The packing house was taxed to capacity last season and since there will be more fruit this season it was necessary that additional working space be provided.

CAR MOVER



This Car Mover has a combination pinch bar and toggle action which will move the heaviest car. It starts the wheel with a turning motion instead of lifting it. With it, one man can move a loaded car wherever it is wanted, saving interruptions to the work of other men in the packing house. Slip-proof spurs grip edges of the rail where it has

not been worn smooth. This double grip applied where a secure hold is possible insures against the mover slipping, and allows the operator to throw all his weight upon

the handle without danger of sustaining injury.

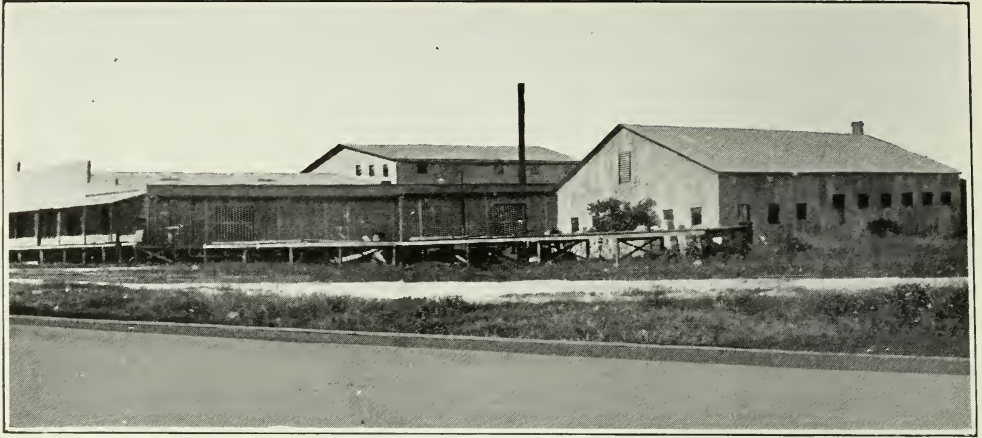
GANG PLANK



A device which should be used at every packing house. Furnished in two sizes. A simple but scientific bending of one end of the Gang Plank prevents slipping on platform.

SKINNER MACHINERY CO.

Broadway, Dunedin, Florida



LARGO PACKING HOUSE

One of the most complete and up-to-date packing houses in Florida is that of John S. Taylor & Co., situated at Largo, in Pinellas county, and sometimes known as the Citrus City. This plant has an annual output of approximately 250,000 boxes of citrus fruit with a daily rated capacity of six cars. They have two packing units, one of four cars and the other of two, but during the rush season they can turn out

well over six cars during a day. The John S. Taylor Company packs fruits of its members, buys fruit and packs for growers. Their brand, which is well known over the country, is "Black Diamond." The main packing house is shown in the left of the picture. The building on the right is the garage and repair shop for the big fleet of trucks operated by the company during the packing season.

Acme Steel Orange Box Strapping



Acme "Perfect" Box Strapping

"ACME" Perfect Box Strapping was specially designed for the protection and reinforcement of orange and grapefruit cases and like packages, and is made of the best cold rolled bright steel of very high tensile strength. At the same time the stock is so soft and pliable that it can be easily pierced by a nail without first punching a hole.



"Perfect" Box Strapping and Acme Galvanized Band for Field Boxes carried in stock at all times. Write for samples and prices.

SKINNER MACHINERY COMPANY
BROADWAY DUNEDIN FLORIDA



Skinner Packing House News



ANOTHER LETTER FROM MICHIGAN

Detroit, Mich., Aug. 8, 1922.

Dear tom:

By gosh tom you sure come one on me when you went and printed that letter i rote you about what id seen in the skinner packing house news. You old raskal you certainly won the cast iron dish rag that time. First thing i new about it was one nite when i come home my wife met me at the door all smiles etc and when i got in the house i saw my pipe that i bot in france all filled etc with match handie and my red slippers what ant berthia give me for xmas on the footstol and that green smoking coat that cousin marie give me when her husband ned got to fat for it laying on the arm of our moris chair and i could smel fried onions cooking in the kitchen and you no me tom when it comes to fried onions. Fried onions is my favorit frute outside skinner packed bordexed oranges thats a hot one hay tom. Well as i was saying everything was fixed up swell for me this nite just like it is when you first married you no. Well i was sinking back in my chair wondering about how much she paid for the new dress this time or was it a hat or coat or something when my boy cyril come up and put the skinner news under my nose and says gee pop lookut this and he was pointing to the letter i rote you that you printed in the news and i see right away that you had gone and done it. My boy cyril is a smart kid even if i do say it myself. He seen it first and reknognized it rite away cause he always looks over my letters for mistakeks in spelling before i send them out. Well to make a long evening short ma was all stuck up cause wed got into print as it wer she said and ma had some of the naybors in and we had us some time all cause you printed that letter i rote you. Some of the fellers got into that home brue wine i been making for next easter and tom adams hes our naybor on the east got all peped up and he waloped me on the back and says to me that thats the way longfello got his start old horse. Coarse i dont think for a minute that i can rank alongside that guy longfello but you no this guy adams gets kinda exited when he gets a litle stued but then kidding on one side tom you never can tel what l hapen next. They was all crazy about the news. Even if i do say it myself that auguast no. was the best you ever put out. What with that swell article about from office boy to general manager and that letter from mich. i guess you d call it some issue. Gosh tom it seems as tho those office boys has got the best chanet to get ahead in this world. All these big guns seem to get there start as office boys. Guess i l have my boy cyril get to be one of them office boys and maybe he ll get rich and get ahead and be a general delivery or something like that. You no that joak that was in the last news about

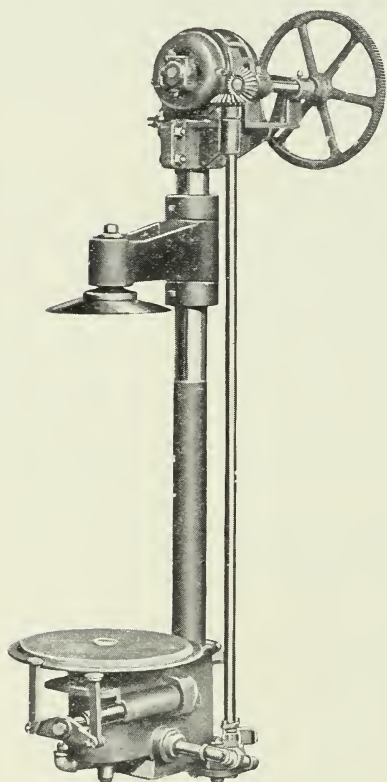
the fellow going to his boss to get a raise and the boss saying he d ben able to raise it every week thus far and he guess the fellow neednt worry about geting his money the next payday well i thot maybe my boss would kinda like that joak considering the hard times and everything. Well I guess my boss aint got no sense of humur in him cause when i showed him this joak in the news and stood by grining at him on my toes redy to joinhim in a good harty laugh which always puts a fello in good with the boss. Well the old boy kinda took it to hart i guess cause he didnt smile or nothing he just reached over and picked up a big cast iron paper wait and it hit the wall rite where i was standing just as i slid out the back door which is about 100 ft away from where I was standing. I can just remember that the boss said something about my casting any aspyrigrass on him or something like that. Anyway i didnt get hert wich was lucky for me. I stuck around till after the boss went out to get the news out of the bosses waist basket where he d slung it cause ma thinks a lot of that news. She keeps that agust number in the family album along side of our marriage lisencc and the stificate of wait from the city scales where we had my boy cyril waid when he was born and the newspaper telling about my being in the world war. Say tom the way they pack those roanges on board ship reminds me of how we was packed in when i went over to fite the boshes. I guess a bordexed orang has got a beter chanet to get across alive and sweet than us guys had. I wisht some of those english limejuicer stuards had of bordexed some of that grub they slung out to us. It would have saved some of the boys a lot of extra steps. Im thinking of getting one of those skinner coak heaters for my tomatoes and keep em berrying all winter hay tom. That there skinner apple sizer and polisher reminds me of the time ma and i went on our honeymoon to niagara falls etc and in montreal we was in that big store there what has those stairs that you dont need to walk up but just stand on and they carrie you right up to the top. Well ma got so gosh darned excited going up stairs without steping up that she forgot to get off when we got to the top and there she was with her toes on the second story and her heals stil going up and wel to make a long climb and a big fuss short ma got sized and polished all-right allright. I see skinner got a ball team. Between you and me tom that ball team is a hard looking outfit but maybe they are their at the national pasttime just the same. None of them has got the nerve to call themselves the friday ball team. They took thursday and saturday but skiped the good old wishbone day. I d like to take ma and my boy cyril to florida in one of them columbia trucks some time.

(Continued on Page 19)



Skinner Hydraulic

BUILT FOR CONVENIENCE



Skinner Barrel Heading Press
With Individual Motor Drive

Apple packing equipment is not only practical and dependable barrel heading Press is a big advance in any construction and absolute efficiency.

The Skinner Barrel Heading Press. It can also be furnished arranged for barrel

The Press is entirely self-contained

The valves which raise and lower main base casting. They are of rotary

The pump runs idle and consumes the head into the barrel. This also reduces

Work is controlled by a double foot pedal starts plunger upward, removing the barrel head in position for nailing. plunger and releases the barrel.

Speed of action can be regulated to satisfactory point.

Safety valve in base prevents any much pressure.

It is a measure of economy to own a Skinner Hydraulic

FOR PRICES AND



Skinner Machinery Company

Barrel Heading Press

ENCE OF OPERATION

plete unless it includes a well built.
press. The Skinner Hydraulic Barrel
g of its kind now on the market and
It will please you with its strong

equipped with individual motor drive.
drive from any line shaft.

th pump mounted on the base casting

hydraulic plunger are a part of the
oe and are practically wear-proof.

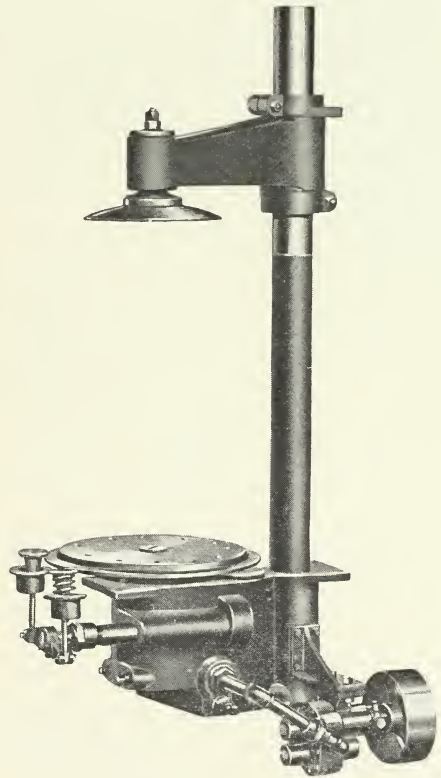
power except when actually pressing
the wear on the pump to a minimum.

pedal action. Pressure on the left
pressure stops the plunger and holds
pressure on the right pedal lowers the

setting the speed of the pump at the

ossible damage to machine from too

nd a mark of efficiency
e Barrel Heading Press



Skinner Barrel Heading Press
Arranged for Belt Drive

RTICULARS WRITE

Broadway, Dunedin, Florida





THE CALIFORNIA PEACH CROP

Enter Miss Peach, Queen of California deciduous fruits. This is an auspicious year for Her Majesty. Producers and packers alike say that the quality and quantity of the peach crop is better than for many years. Couple this fact with the item of eleven more packing plants in operation in California than were going in 1921, with better than average prices ruling for the fruit, and there is presented a situation that tends to increase plantings of this fruit and to boost the stock of the present peach grower.

Throughout the Southland the first of the 1922 peaches are being sent to the twenty-five plants in operation between Hemet and San Fernando. The Southland peaches will bring the growers something like \$2,350,000, and the packers a large amount in 1922.

California last year produced 31.6 per cent. of the peaches grown in the United States and left Georgia, "the Peach State," far in the rear. The production of the four leading peach states was as follows: California, 13,800,000 bushels; Georgia, 3,799,000 bushels; New York, 2,307,000 bushels, and Ohio, 2,241,000 bushels. The production for 1922, it is estimated, will be at least 25 per cent. greater than that for 1921.

Already a shortage of workers is reported from some peach districts of Southern California. It is estimated that 7,500 persons will be employed by the packers and canners, and that at least 5,000 field workers and truck drivers will be employed in the peach harvest.

Because of a cool spring, all varieties of peaches developed well and splendid quality and size resulted where the crop was thinned. In some regions growers were unable to get thinning hands in time, as in parts of the Hemet district, but even on trees not thinned, the quality of the fruit is generally good.

The world is calling for peaches packed in Southern California, and peach growers are now planting varieties which will be acceptable to the packers.

Last year 32,000 tons of peaches were handled by the fourteen packers and canners in operation then, and the output, 350,000 cases, is nearly all sold. This year it is believed by Secretary Cunningham of the association, the output will be 1,000,000 cases more than in 1921.

The following packers are or will be in operation in Southern California this year:

Golden State, with plants at Van Nuys, Cucamonga, Ontario, Pomona and Hemet.

Libby, McNeil and Libby, plants at Burbank and Chino. (This company also has plants at Selma, Sacramento, Gridley and Sunnyvale.)

California Growers' Association, with plants at Hemet, Ontario, Riverside and Elsinore.

McGaffey Company, with plants at San Fernando and Camarillo; the Bonner Fruit Company, Lankershim; La Sierra Heights Company, Arlington; Charles Sterns Company, Wineville; Sunset Company, Pomona; Van Nuys Company, Van Nuys; Baldwin Park Company, Baldwin Park; California Packing Corporation, Los Angeles; McKeon Company, Los Angeles; Golden West Packing Company, Los Angeles, and the California Sanitary Company, Los Angeles. These plants will handle both cling and freestone peaches.

The California crop of cling peaches this year will amount to 150,000 to 160,000 tons, in the belief of W. E. Griffin, buyer for the Libby, McNeil & Libby. He is not in touch with the freestone peach situation, but believes the freestone crop will be about half that of the cling peaches. This is a record as far as peach production goes in California.

H. A. Van Emert, vice-president of the Golden State packers, states that his firm will handle 16,500 tons of peaches of both varieties this year, 4,200 tons of apricots and 25,000 tons of tomatoes at the six plants of the company. The company has one plant at Kingsburg, Fresno county, in addition to its five Southern California plants.

Northern California growers are getting a better price for their peaches than Southern, says Mr. Van Emert. The price in the San Joaquin and Sacramento valleys is from \$40 to \$45 for freestone peaches, and from \$60 to \$61.50 for clings. In Southern California, the growers are paid about \$10 less than the northern scale. The answer seems to be the better organization of the northern growers, who are nearly all members of a co-operative marketing association, the fact that the northern growers have learned to thin carefully also counting heavily.

From 200 to 325 persons are employed at each of the twenty-five plants which will handle peaches this year. Thus a large number of women and a few men find lucrative and pleasant employment during the summer. The companies take a personal interest in the comfort and general welfare of their workers, establishing camps for them, and providing restaurants, cafeterias and other eating places. Free tents are provided by many companies, and evening entertainment is a feature at several of the peach camps in the Southland.

In the peach orchards hundreds of workers are employed picking the crop, sorting the fruit and hauling it. One difficulty the peach growers of Southern California have met with this summer is the question of



finding housing for itinerant workers. Most of the companies in the peach-growing districts have established camp grounds, where they provide free water, wood and camping space for field workers, expecting the latter to bring along blankets and tents. In some places tents are provided.

In Los Angeles county, according to the agricultural department of the chamber of commerce, the current season's production will probably reach 40,000 tons, as compared with a 1921 yield of 28,204 tons. The 1920 figure was 37,605 tons. The 1920 bearing acreage of 5,100 acres increased so that in 1921 there were 5,986 acres in bearing. More orchards have come into bearing during the past year, another factor entering into an increased production.

"This year's market for peaches is favorable," says Dr. George P. Clements, head of the department, "particularly as compared with that for last year. Practically all old stock of peaches, including the 1920 carry-over, together with last year's pack, has been disposed of, the packers are in better financial position to operate, and the general economic situation throughout the whole country is improved. All factors indicate that a large pack this year will meet a ready market."

JOKE ON W. E. LEE OF PLANT CITY

Mr. W. E. Lee of Plant City, Fla., one of the prominent shippers of the state, has built up a reputation for his "Yellow Kid" brand by extreme care in grading and packing, and therefore he is very jealous of the way fruit is graded when put up under this brand.

Last winter he was having some fruit put up by contract and on walking into the packing house where it was being packed he found that the fruit was not being graded and packed exactly to suit him. The packing house manager did not know Mr. Lee. Without introducing himself Mr. Lee proceeded to tell him how he must grade and pack the fruit.

A few days later one of Mr. Lee's men was in this packing house and the manager began to tell him of Mr. Lee's troubles. He stated that "Mr. Lee sent a little short man with yellow hair down there and he was one of these 'know-it-all-guys' who tried to tell him how he ought to grade fruit."

Since then the members of Mr. Lee's staff have gotten a great deal of fun out of referring to their chief as "that little know-it-all-guy."

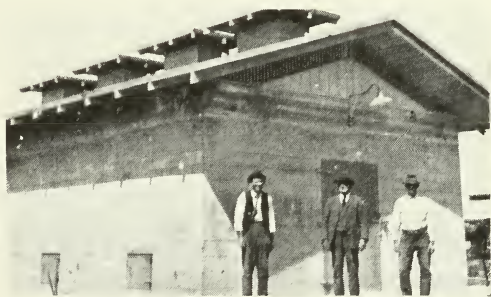
The Goulds Packing Company are building a packing house at Goulds, Fla. The capacity of the new house will be six cars of citrus and ten cars of tomatoes a day. Modern packing equipment is being installed. Mr. M. B. Parker will be manager.

ICELESS COLD STORAGE HOUSE

Here is shown a picture of an iceless, and without refrigerating machinery, cold storage house, built by the owner for his own use down near the coast in Southern California.

The building is twenty-five by thirty with eight-inch cement walls. It has three vents or openings on each side with doors that are airtight when closed. The one big door in front is double thickness, beveled fit and airtight when closed.

The ceiling, nine feet in the clear inside, is made of heavy material and has sixteen



inches of sawdust on top of it. Between that and the double roofing, has air ventilation through the slatted gable ends. There are four air vent outlets, double air-spaced from inside up through the roof like chimneys and capped over. These have beveled, double airspaced doors hung on hinges, opened and closed with cords and pulleys.

The owner is going to put a perforated three-quarter-inch pipe on the outside and will turn the water on to spray the walls at night, also open the doors on the sides to let cold air in, and open the doors to the chimney vents to let the warm air out, closing them in the early morning hours.

"RIGHT PACKING" IMPORTANT

The importance of "right packing" is second only to production. If shipments are not delivered to the customer in perfect condition, the expense and effort of production are lost.—New York Grower and Granger

Golf not only improves your health, but enables you to understand the jokes in the comic weeklies.—Minnesota Star.

CLARK BOX HATCHETS WISS CLIPPERS

THE BEST ON THE MARKET
ORDER YOUR SUPPLY EARLY



Skinner Packing House News



PACIFIC COAST NEWS

Vineyardists of the Delano district of California are going in heavily for cantaloupes this season. It is estimated by railroad officials that there are 3,335 acres of cantaloupes planted between young grapevines this year. A large cantaloupe packing and icing plant, with 300 feet of trackage, is being constructed and will be in use at the beginning of the season.

* * *

The increased volume of tomato tonnage to be handled this season by the American Fruit Growers and Packers of California has made necessary the enlargement of the packing house owned and operated by this company at Buena Park. These new improvements call for 1,800 square feet of working floor space.

* * *

Construction is now under way on another packing house for the Monte Vista Packing Company, on the corner of Fourth and Pachappa streets, Riverside, Cal. This plant is to be turned over to the company for service on November 1 by the builders. It will be 100x146 feet in size on the ground, and will cost \$50,000. It will be used exclusively for oranges and grapefruit. Lemons will be handled only in the old packing house belonging to this company.

* * *

The Sun-Maid raisin growers will maintain six new receiving stations for grapes this summer, according to an announcement just made. They will be located at Delano, Tulare, Rayo, Kerman, Rolinda and Navelancia. It is also thought likely that receiving stations will be established at Exeter and Wasco.

* * *

The new date packing house being built for the Deglet Noor Association at Indio, Cal., is well along and will be finished in time for the packing of the coming crop. The building is to be twenty-four by seventy feet in extent, the floors being of cement and the walls of hollow tile. A feature of the plant is that there are to be three separate compartments without doors or other openings to connect them. Herebefore one of the difficulties that the packer has been faced with is the presence of moths that come to the packing house with the fruit from the gardens. These moths often lay eggs in the packed fruit, with the result that worms hatch later. The three-compartment packing house is expected to solve this trouble.

* * *

L. M. Way, of Watsonville, let a contract this week to N. C. Bebee for the building of a \$40,000 plant at Beaumont, Cal. This plant may be completed and in operation in time to take care of the fall apple crop both here and in Yucaipa Valley. About forty persons will be employed in and

around this plant, while it is in operation. The building will be 50 by 115 feet and two stories high, with over 10,000 feet of floor space.

* * *

Work of remodeling and making extensive changes in the Porterville house of the Mutual Orange Distributors on packing house row at the Southern Pacific freight yards has been started by the Mission Building Company. A practically new plant is expected to be ready for the navel season this fall.

MUCH IN A NAME.

Some authorities to the contrary, in the fruit producing business at least, there is much in a name. In July we told about the trick of showing a few good fruit in order to sell a lot of second rate stuff. Now comes Western Fruit, an estimable magazine published in Seattle, with a story that contains much food for thought and illustrates why it pays to build up a trade name and a reputation for well-packed fruit. The story follows:

A story has been told of a certain famous strawberry pack that is worth repeating. A buyer went into a merchant's place of business and asked to see some nice strawberries for strictly fancy trade. "Here are some beauties," said the merchant, prying open a cover and exhibiting a pretty fair looking lot of fruit.

"How much?" asked the buyer.

"You can have them for \$1.50 per crate."

"Who raised them?" queried Mr. B., looking a trifle suspiciously at the number stenciled on the package.

"Well, I forget just now; I'll look the name up on the books if you wish."

"Have you anything better—something you can guarantee from top to bottom?"

"Yes; here's some berries from ———, but they are \$2.00."

"Can I see them?"

"It's not necessary," said the merchant, earnestly. "They are always just the same, and I can warrant every case. We are glutted with berries, but not with this kind."

"Put me down for 10 crates per day," was Mr. B.'s reply.

Only One

"Some decades ago," wrote Bill, who used to lasso cattle in the Great Southwest, "they had a riot at a town down in my range in Texas and, at last, sent in a hurry call for help from the Texas Rangers, an organization that in those days was something different from the collection of mail-order cowboys of today. The governor wired back: 'Rangers en route.' The sheriff met the train. One lonely Ranger—little ole Billy Macauley—got off. The sheriff said: 'Oh my Lord, where's the rest of the outfit?' 'Rest, hell!' said Billy, 'you ain't got but one riot here, have you?'"—Proofs.



Authorized Skinner Machinery Dealers State of Florida

The concerns listed below are authorized dealers handling Skinner Machinery. They can take care of your orders for grove machinery, trucks, trailers, sprayers and supplies, or give you information regarding prices, specifications, etc.

JACKSONVILLE—F. A. Springer, No. 6 Vernon Terrace
JENSEN—Jensen Hardware and Machine Company
VERO—Redstone Lumber and Supply Company
FORT LAUDERDALE—C. L. Swaggerty (Garage)
TITUSVILLE—Ira Noble (Ford Dealer)
NEW SMYRNA—Hibbard Hardware Company
DELAND—Bauman Brothers (Feed and Seeds)
FORT PIERCE—Russell Supply Company
COCOA—Smith Motor Company
PLANT CITY—Dixie Highway Garage
SEFFNER—Seffner Garage and Supply Company
MANATEE—S. Frank Perkins, Jr. (Auto Dealer)
BRADENTOWN—Baker & Case (Garage)
ELFERS—A. F. Smith (Lumber Dealer)
PUNTA GORDA—A. B. Tucker (Implements)
NOCATEE—A. C. Walker (Garage)
MIAMI—T. H. Monk (I. H. C. Distributor)
TAMPA—J. B. Hardin (Hardware)
CLERMONT—H. J. Boyd
FROSTPROOF—W. A. Duncan
AUBURNDAL—R. C. Allen

Skinner Machinery Company

BROADWAY

DUNEDIN

FLORIDA

THE FOUNDRY

Being the Second of a Series of Articles Regarding the Skinner Machinery Company, Factory and Organization

By A. M.

Out where the day seems a little longer,
Out where the men are a little stronger,
That's where the Foundry is.

Like the West, the foundry seems a long way off, and Mr. Ballard, who is in command out there, says that visits from anyone in the office are few and far between, and even went so far as to say that he thought the dirt scared 'em off.

It isn't a day's journey or even an hour's, but after you have passed through the office and out through the machine shop and wood-working department and several other departments and finally get outside the main factory and cross the tracks and go 'round the lumber sheds, and if you wish to take a short cut go through a patch of weeds and sandspurs, and then arrive at the foundry door, you feel as though you have covered a lot of distance. But it's worth the trip if one has time to watch the many interesting processes that go on in an up-to-date foundry.

As for the dirt, there's no denying this, but as the small boy said when he dropped his half-eaten apple in the sand, "That ain't hurtin' it any."

However, it isn't the distance or the dirt that discourages an interchange of visits from the factory or the office, it is only that everyone is too busy nowadays, slack periods having become a thing of the past.

The foundry is in a separate building some short distance from the main plant of the Skinner Machinery Company and contains modern equipment, all air operated.

This includes a 28-inch cupola. Iron and coke for feeding the cupola are raised to the charging platform by a pneumatic elevator. Blast for the cupola is supplied by a Root Positive Blower driven by electric motor. Molding machine equipment includes squeezers, hinge machine and roll over jolt machine. Other equipment is gyratory riddle for conditioning sand, core machine, grinding and buffing wheels and rattler. The patterns are all stored in a separate part of the building and are protected by an automatic springler system.

The output of the foundry is eight or ten tons a week. Extra good castings are made by mixing a percentage of steel with the iron. There is also a brass furnace, where very fine brass castings are made, with a capacity of six

hundred pounds a day.

Mr. R. B. Ballard, who has charge of the foundry, has been with the Skinner Machinery Company since the first of April of this year. Before this for a year and a half he was in business for himself, and previously for nine or ten years he was general superintendent and assistant manager of the Fairmont Gas Engine and Railway Motor Car Company of Fairmont, Minn. He is a graduate of the McLean System of Foundry Practice.

Mr. Ballard speaks very highly of all the workers in the Skinner Machinery Com-



R. B. BALLARD



Exterior View of Foundry



pany Foundry. "The molders," he said, "are the best I have known in all my experience."

There is enough of interest in the foundry to fill all the pages of this magazine but since we have only one we can only touch on these few points. Another time perhaps we can go intimately into the details of how the iron work for Skinner Machinery is made. In the foundry the basic parts of Skinner machines are manufactured and started on their journey through the various processes to the finished product, making it the foundation and a very important part of the entire plant.

ARE YOU READING THE PRODUCE NEWS!

Growers and shippers of fruits and vegetables cannot afford to be without reliable information regarding markets for their products. The Produce News of New York, Chicago and Los Angeles will give you this information and keep you posted on all matters pertaining to the produce industry, every week for \$2.00 a year. Send subscriptions to: The Produce News, Dept. 20, 6 Harrison St., New York, N. Y.

ANOTHER LETTER FROM MICHIGAN

(Continued from Page 11)

Theys lots of those trucks around here. I guess theyr a pretty good job aint they tom. Say tom ask mr. skinner why dont he brodex some eggs. Ma busted one last nite which she said musta come over in the ark. I guess if it wasnt in the ark it musta survived the flood cause it sure couldnt have been familer with the way they no. the years now. Speaking of the flood tom i guess i better dry up for now and rite you all again some day. Wisht ma and me and my boy cyril could get down your weigh this winter. Regards tom and take good care of yourself and dont do nothing that i wouldnt due cause you no me. AL.

P. S.—Dont forget those brodexed oranges you are going to send me.

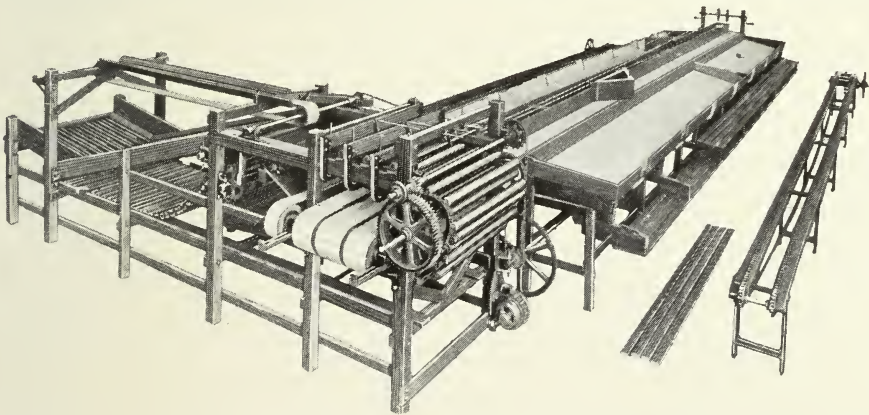
TO BUILD PACKING HOUSE

Middleport, N. Y., Aug. 11.—The Gasport Fruit Growers' Association has broken ground in Orangeport, a few miles west of this place, for a new packing house. The structure will be one of the largest in the county.—The Packer.

Nurse—"Why, Bobby, you selfish little boy! Why didn't you give your sister a piece of your apple?"

Bobby—"I gave her the seeds. She can plant 'em and have a whole orchard."—Kingston Standard.

SKINNER APPLE AND PEACH SIZER



A thoroughly efficient machine able to take care of five different packing house operations, including: Self-feeding hopper, roller grading belt, cull belt, sizer and distributing system.

Your fruit handled on such a machine is bound to top the market and bring you an increase in profits which will soon take care of the purchase price.

All Skinner Machinery is sturdily built and with ordinary care will last a lifetime. The Apple and Peach Sizing Machine is no exception to the rule. The sturdiness of construction, together with the labor-saving qualities, makes it a very economical machine to operate.

Write for complete information regarding Apple and Peach Packing Machinery

SKINNER MACHINERY CO., Broadway, DUNEDIN, FLA.



BROGDEX REVIEW

*"Fruit to the consumer in as perfect
condition as when 't leaves the tree"*

ENTHUSIASTIC OVER BROGDEX METHOD

The following letters received recently by the Brogdex Company are interesting, showing as they do the enthusiasm that dealers have for the Brogdex Method where they have had an opportunity to judge its merits:

CLARK & HUDNELL

Wholesale Grocers

Hamlet, N. C., Aug. 21, 1922.

Brogdex Company,
Winter Haven, Fla.

Gentlemen:

Judging by our past experience with Brogdexed citrus fruits we would say that there is as much difference between treated and untreated fruit as there would be between untreated fruit shipped 1,000 miles via express and the same fruit shipped via local freight.

In fact there is even more difference, as last season one of our customers through some mistake covered up a box of this treated fruit with other goods in his store and after finding it six weeks later he reported the fruit just as sound and fresh as when first delivered to him.

We do not expect to buy a car of fruit from anyone this season unless it is Brogdexed and we don't see why anybody should buy the untreated fruit.

Yours truly,
CLARK & HUDNELL.
(Signed) C. C. Hudnell.

SPICUZZA FRUIT CO., Inc.

Norfolk, Va., Aug. 19, 1922.

Brogdex Company,
Winter Haven, Fla.

Gentlemen:

We beg to acknowledge receipt of your favor of the 16th instant.

In reply wish to state that, as far as we have been able to ascertain, the oranges and grapefruit packed with your method keep much longer than fruit under ordinary packing, even if these last are shipped under refrigeration.

The trade last season had not the time to get familiar with your trade mark, but in full justice we must state that the brands of oranges preferred were just those packed under your method and inquiries among the retailers show that such particular brands kept better than others.

As we buy most of our fruit through the Florida Citrus Exchange, very often we received shipment both with your brand and without, and the small customers especially

came back to us asking for those brands with your mark on.

While last season we did not attempt to show the trade the difference between the "Brogdexed Method" and the other, we will this year pay particular attention and in ordering we will give the preference to those shippers who pack under your method.

Trusting these informations will meet your approval, we remain,

Very truly yours,

SPICUZZA FRUIT CO., Inc.

(Signed) J. J. Wulzer, Sec'y. Treas.

NEWS ITEMS

Mr. G. C. Foster will leave Winter Haven for Porto Rico about September 1st to install Brogdex machinery in packing plants on the island.

* * *

Mr. W. M. Hampton, secretary of the Brogdex Company, who has been for the past several months in California, is expected to return to Winter Haven about September 1st.

* * *

In a recent letter Mr. R. L. Mills of San Juan, Porto Rico, states that he has the chemical plant completed and machinery arranged to commence Brogdexing the first of the shipping season. Mr. Mills stated that he expected to have a number of packing houses equipped for Brogdexing in the near future.

* * *

Mr. E. M. Brogden, President of the Brogdex Company, visited several large market centers of the East during the early part of August. He reports that dealers everywhere are very enthusiastic over the Brogdex Method on citrus fruit and he anticipates a big demand for Brogdexed fruit this season.

* * *

The construction department of the Brogdex Company has been extremely busy of late. The addition to the Klemm Packing House at Winter Haven has been completed and the Scott residence is well under way. They closed several new contracts recently for buildings in or near Winter Haven. The construction department specializes in packing house building and has erected some of the finest packing plants in Florida.

A NEW USE

"Wonder if these Brogdexed, short skirted girls are the 'new women'."—The Florida Grower.

Brogdex Citrus Fruit Will be in Demand This Season

A number of fruit dealers, who have become thoroughly conversant with the Brogdex Method and its advantages to citrus fruit, have signified their intention of buying Brogdexed fruit exclusively throughout the coming season. This is conclusive proof that the trade recognizes in the Brogdex Method something of real value to them and their customers.

Every box of citrus fruit handled by the Brogdex Method will contain the Brogdex label. This will be a mark of distinction to the dealer when the fruit arrives on the market. Retailers and consumers are being shown the advantages of Brogdexed fruit and the Brogdex label will be eagerly watched for by them.

If you have not yet made arrangements to have your fruit handled by the Brogdex Method this season it might pay you to get in touch with us at once so as to make reservation for equipment in order to get it installed before shipping begins.

BROGDEX COMPANY

WINTER HAVEN, FLA.

RIVERSIDE, CALIF.

PRE-COLORING PLANTS FOR CITRUS FRUITS

We are now prepared to furnish pre-coloring plants for citrus fruits, guaranteed not to injure the fruit in any way whatsoever. There is no fire hazard attached to the use of these plants and they are economical and very effective. For full information write Brogdex Company, Winter Haven, Fla.

CHECK, CLIP AND MAIL TO Brogdex Company Winter Haven, Florida

I am interested in:

- Brogdex Method of handling citrus fruit.
- Packing House Construction.
- Citrus Pre-Coloring Plants.

Name

Address

.....
This will bring you complete and detailed information.



Moving Along

"Niggah, has yo' jined dis heah Ku Klux yet?"

"Naw, but dis heah Ku Klux has been tryin' to jine me fo' de las' fo' miles an' a half."—Nashville Tennessean.

Ever Thus

"What do you call a man who runs an auto?" asked the small boy.

"Depends on how close he comes to me," answered his father.

Damp Soup?

"Waiter," said the guest, "my plate is damp."

"Beg pardon, sir," said the waiter, "that is your soup."

Very Singular

"Is pants singular or plural?" the stenographer asked the boss.

"If a man wears 'em it's plural," he replied.

"Well, if he doesn't——"

"Then it's singular," added the boss.

Asinine

Johnson was attending a temperance lecture.

"If I lead a donkey up to a pail of water and to a pail of beer, which will he choose to drink?" queried the speaker.

"The water," said Johnson.

"Yes, and why?"

"Because he's an ass," was Johnson's reply.

Time to Quit

Neither Sambo nor Rastus could read the time of day—or anything else—but Sambo had a nice big Ingersoll, which he exhibited with a great air of superiority.

"What time am it?" asked Rastus.

Sambo hesitated, and then extended the timepiece, saying: "Dar she am!"

Rastus looked at it carefully, and said: "Dam, if she ain't."

You Can't Beat 'Em

An Irishman came into the office of the president of the Illinois Central Railroad and said:

"Me name's Casey. Oi worruk out in the yar-rds. Oi'd loike a pass to St. Louis."

"That's no way to ask for a pass," said the president. "You should introduce

yourself politely. Come back in an hour and try it again."

At the end of the day back came the Irishman. Doffing the same hat, he inquired: "Are yez th'e man I saw before?"

"I am."

"Me name is Patrick Casey. Oi've been wor-rukin' out in th'e yar-rds."

"Glad to know you, Mr. Casey. What can I do for you?"

"Oi've got a job an' a pass to St. Louis on th' Wabash. Yez can go to hell."

Awful

She: "I can't go to the dance tonight. My trunks haven't come."

He: "For goodness' sake, what kind of a dance do you think this is going to be?"

Truth or Poetry

The wife of a man who had enlisted in the navy handed the pastor of a church the following note: "Peter Bowers, having gone to sea, his wife desires the prayers of the congregation for his safety."

The minister glanced over it hurriedly and announced: "Peter Bowers, having gone to see his wife, desires the prayers of the congregation for his safety."

Bowl Them Dominos

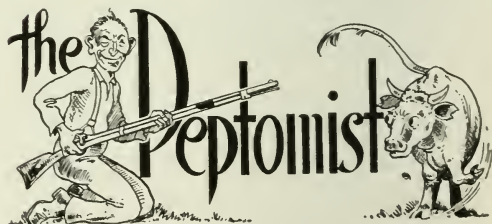
A burly negro had admitted in court that at the time of his arrest he was engaged in a crap game, and the smart young prosecutor was trying to make things hot for him.

"Now," he said importantly, "I want you to tell the jury just how you deal craps."

"Whass dat?" asked the witness rolling his eyes.

"Address the jury!" thundered the attorney, "and tell them how you deal craps!"

"Lemme outa here," shrieked the darky wildly. "Fust thing Ah know dis gemman heah gwine ask me how to drink a samwich."—Exchange.



Take care of your pack and your pack will take care of you.

* * *

Said the large check to the small check, "Spraying did it."

* * *

Having taken care—destroy it.

* * *

Tie a shovel on your wishbone and it will pull you through.



EVERYTHING FOR THE PACKING HOUSE

- Apple Machinery
- Automatic Box Dumping Machine
- Bags, Picking
- Barrel Heading Press
- Bates Steel Mule
- Bearings
- Bearings, Ball
- Belting
- Belts, Conveyor
- Belt Supplies
- Blowers
- Box Conveyors
- Box Dumping Machines
- Box Elevator
- Box Hatchets
- Box Machines
- Box Material Conveyor
- Box Makers' Bench
- Box-Nailing Machine
- Box, Press
- Brushes
- Cantaloupe Machinery
- Car Movers
- Car Squeeze
- Citrus Machinery
- Clamp Trucks
- Coke Heaters
- Columbia Truck
- Conveyors, Box
- Conveyors, Drip
- Cucumber Machinery
- Crate-Material Elevator
- Drip Conveyor
- Dryers
- Electric Generators
- Electric Motors
- Electric Winding Engine
- Elevating Sprinklers
- Elevators, Platform
- Empty-Box Elevator
- Engines, Gasoline
- Engines, Kerosene
- Engines, Spray
- Fan Ventilating
- Fire Extinguishers
- “Friend” Spray-Gun
- “Friend” Sprayers
- “Friend” Spraying Specialties
- Gang Plank
- Generators
- Grading Belt, Canvas
- Grading Belt, Rollers
- Grapefruit Packs and Sizes
- Hatchets, Box
- Heating Systems for Drying
- Hoes, Scuffle
- Hose, Spray
- Housings
- Hydraulic Barrel Press
- Ladders
- Lighting Generators
- Machinery, Special Manufacture
- Motors
- Miami Trailers
- Morgan Box Machines
- Movers, Car
- Nailing Machines
- Nail Strippers
- Onion Machinery
- Orange Packs and Sizes
- Packing House Plans
- Packing House Pumps
- Packs and Sizes, Oranges and Grapefruit
- Paper Holders
- Parker Box Machine
- Peach Machinery
- Pear Machinery
- Picking Bags
- Picking Ladders
- Plans, Packing House
- Platform Elevator
- Polishers
- Pulleys
- Pumps, Packing House
- Pumps, Spray
- Reels, Strapping
- Repair Parts
- Repairs and Service
- Re-Weighing Machine
- Scales
- Scuffle, Hoes
- Service and Repairs
- Sizers
- Soaking Tank
- Special Bearings
- Special-Made Machinery
- Spray Engines
- Spray Hose
- Spray Outfits
- Spray Pumps
- Spray Guns
- Spray Pumps, Fittings
- Skinner Sprayers
- Sprayers, Tractor
- Sprinkler Elevators
- Sprinklers
- Squeeze, Car
- Strapping Reel
- Sprocket Wheels
- Sprocket Chain
- Tomato Machinery
- Transmissions
- Trailers, Miami
- Trucks, Auto
- Trucks, Clamp
- Trucks, 4-Wheel
- Vegetable Grading Machinery
- Washer Brushes
- Washers
- Weighing Machines
- Winding Engine for Elevators

Check the items in which you are interested in this list. Use the coupon on next page.

SKINNER MACHINERY COMPANY

“Golden Rule”

FRUIT PACKING EQUIPMENT

DUNEDIN, FLORIDA



SAVE TIME---CHECK HERE!

Check the items in which you are interested. Tear off this page and return to the Skinner Machinery Company, Dunedin, Florida.

—Send the Skinner Catalogue. —Be sure my name is on your list.

Send special literature regarding:

- Sizers
 - Polishers
 - Coke Heaters
 - Trucks
 - Supplies
 - Dryers
 - Sprayers
- Capacity of our packing plant is cars a day.
 (Send floor plans if possible.)
 We have an orchard with trees.
 We grow
 (mention fruits grown.)

We are especially interested in:

Send us:

Ship via:

Send the Skinner Packing House News to:

WRITE PLAINLY

Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly. September, 1922

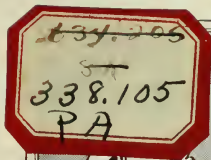
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60

U. S. DEPT. OF AGRICULTURE,
 University of Ill.
 Urbana, Ill.





Volume 1

OCTOBER, 1922

Number 10



PARSON BROWN OF ORANGES



PUBLISHED BY
SKINNER MACHINERY COMPANY

World's Largest Makers of
FRUIT PACKING EQUIPMENT
DUNEDIN, FLORIDA



Skinner Packing House News



A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests.

Published By

SKINNER MACHINERY CO.,

Dunedin,

Florida

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Skinner Machinery Co.

SUBSCRIPTION RATES:

Per Year\$1.00
Single Copy10

CHANGE OF ADDRESS

Change of address should be reported promptly.
Give new and old address.

Volume 1 OCTOBER, 1922 Number 10

GROW MORE FRUIT There should be a great deal more fruit grown in this country than there is, and for all kinds of good reasons. Nothing is more healthful and less harmful than a goodly percentage of fruit in the daily menus of human beings. The production of fruit provides the pleasantest kind of employment to all concerned and only requires ordinary business judgment and management to insure profits all along the line from grower to retailer.

People in this country pay twice as much annually for soft drinks, which have a doubtful value to the consumer, as they do for fresh fruits, with unquestionable value to the consumer. This fact should be reversed with a wide margin on the side of the fruit. Figures don't lie in this case and if those interested will look over the crop records for 1922 and will divide all the fruit grown in the United States during the year among the one hundred and ten million population, they will find that the per capita allowance is rather small.

Of course marketing conditions and short fruit seasons have been the handicaps of the past but should not be of the future. Marketing facilities are rapidly approaching perfection; advertising is playing its part in increasing consumption; modern methods of preservation as well as canning and dehydrating are helping to spread the crops over twelve months; growers are learning the value of crop and variety diversification. All these things mean that the old bugaboo of overproduction hasn't a leg to stand on any more. There is room in the United States for three times as much fruit as is being produced at present—so altogether growers, and let us have more fruit.

FLORIDA CITRUS CROP

Recent newspaper reports indicate that the various statisticians in Florida are agreed that the citrus crop for the 1922-23 season will approximate 15,000,000 boxes. Also that the groves at present are in fine shape and that the grade of fruit will be higher than usual. The crop estimators state that the crop will be nicely balanced through an unusually long season, there being plenty of well formed fruit from early bloom and lots of fruit in sight from late bloom. Of the 15,000,000 boxes it is estimated that 8,400,000 will be oranges and tangerines and 6,600,000 boxes grapefruit.

What we are wondering is where all the calamity howlers are who appeared several months ago and wept and wailed about the damage the storm and drouth had done until honest growers were inclined to believe that citrus growing was all a mistake. As for the storm of last fall, we are of the opinion that it did more good than harm, and the dry spells seem to come along every year at about the same time and never appear to affect the crop in the final count.

At any rate 15,000,000 boxes of golden fruit, valued at \$50,000,000, looks pretty good to Florida this year.

KEEP YOUR POWDER DRY We believe it was Oliver Cromwell who said to his soldiers, "Trust in the Lord but keep your powder dry." The same philosophy applies to those grove owners in Florida who are trusting in the Lord to hold up all future freezes. It might be a good idea for them at the same time to scatter a few heaters around their groves, just for fear, as the darky said, "the Lord is too busy to tend to their case this winter."

WHEN YOU LIVE TODAY

There is such a thing, you know, as paying too much for your money. What good is a million dollars to you when your friends peek at you through a glass and murmur, "Doesn't he look natural!" Many a man struggles all his life to arrive, and then finds that there's nowhere else to go and the place he's arrived at isn't one-two-three with some of the places he passed by when the "Go Slow" signs meant nothing to him. If you've got the fifty cents, you'd better go to the circus today. The elephant will never look so big or the giraffe so tall. Live today. Sleep is the finest of indoor sports. It is better than fine gold and precious stones. You get it when you live one day at a time, play square with yourself, be at least ordinarily neighborly, laugh a bit now and then, and live so that the man who works with you all the year 'round thinks you are a good fellow. If you do these things you'll have mighty few worries and you'll know what long life and happiness really are.—Thomas Dreier.



Proper Packing of Strawberries Stressed by Louisiana Legislative Measure

By O. FOERSTER SCHULLY

The day of sending fruit to the markets of the country packed in a haphazard manner is of the past. Growers, jobbers, commission houses, dealers and even the ultimate consumer has come to appreciate the fact that only by an efficient, systematized method of sorting and packing can the best results of a crop be realized.

This fact was borne out by the passage of the strawberry inspection bill by the recent Louisiana legislature. Up to the present time Louisiana has packed her strawberry crop carelessly, to say the least, and shipped it broadcast without a thought to systematic packing. This condition will not exist next year if the legislative measure passed this year will be enforced.

In the majority of instances, the bill has had the unanimous support of those interested in berry culture. It is safe to assert that after the next berry crop, when the final accounts are audited, the growers will be able to see just benefits will accrue.

Charles Weinberger, president of the Strawberry Growers' Selling Company, with offices at all points in the strawberry producing areas, was a warm supporter of the measure. In discussing the strawberry bill and its provisions, he said:

"One reason for having the strawberry bill introduced and actively advocated was due entirely to our desire to see that the conscientious farmers who were careful in the packing and handling of the strawberries would receive protection against the farmer who was unscrupulous or indifferent about the quality and condition of the fruit he packed, and who, heretofore, has received the same prices for his berries as the farmers who were clean and who endeavored to give the buyers a square deal. By eliminating a small percentage of poor, knotty, immature or over ripe fruit at the packing shed, we feel that we will be creating a more stable market, will justify the confidence of the buyers and unquestionably result in the securing of prices that will pay the farmer a proper return for his hard labor and investment.

"The strawberry business is still in its infancy, and with care and attention on the part of the growers and shippers in giving the purchasers good fruit, properly packed, we will be able to market successfully to what now indicates a crop considerably larger than last season. The inspection bill will benefit the entire community and those who have the interest of the industry at heart will co-operate in every way possible towards accomplishing the purposes intended."

Commissioner of Agriculture Harry Wilson believes that the strawberry growers received a boost of considerable proportions when the legislature passed the bill under reference. To offset any possible thought that the inspectors would be picked from a political viewpoint, Commissioner Wilson, under whose jurisdiction the inspectors will work, stated that he would visit each section of the strawberry belt, confer with the leaders engaged in the industry and adhere to their suggestions as to the best and most available men to pick as inspectors. Inspectors will be named to serve throughout the trucking area and they will be moved about from place to place so as not to be confined to one particular section throughout the season. This will be done to insure better and fairer inspection.

It is gratifying to note that the value of proper sorting and packing has at last been appreciated by strawberry growers. This appreciation is more widespread than one would imagine and has been developing with noticeable strides of late. What it will mean to the berry crop, alone, can easily be imagined. The sorting and picking of fruit growers occupy the same place in their business as systematic methods in the "white collar" jobs in the offices of the larger industries. And it is common knowledge that no office can hope to succeed without system.

THE PHOTOSTAT AND THE ABSTRACT OFFICE

In the office of any concern dealing in insurance the possibility of financial loss due to errors in reproduction of records runs high. For this reason the majority of the large insurance companies, both fire and life, have installed the Photostat method of copying. The clear thinking executives of these large corporations realized that in using this method they thereby lessened the probability of human error.

The same holds true in the office of the Abstract Company. Accurate duplication is essential in order to insure against needless financial risk. The Photostat offers to the Abstract Company the same insurance against error that the large insurance companies are enjoying by its use. Proof of this truth lies in the fact that the most progressive companies are employing this method in handling duplication of abstracts for subdivision work and in all cases where several copies of an original are required.

Our Photostat Department is at your service. For further information write: Photostat Department, Skinner Machinery Company, Dunedin, Florida.



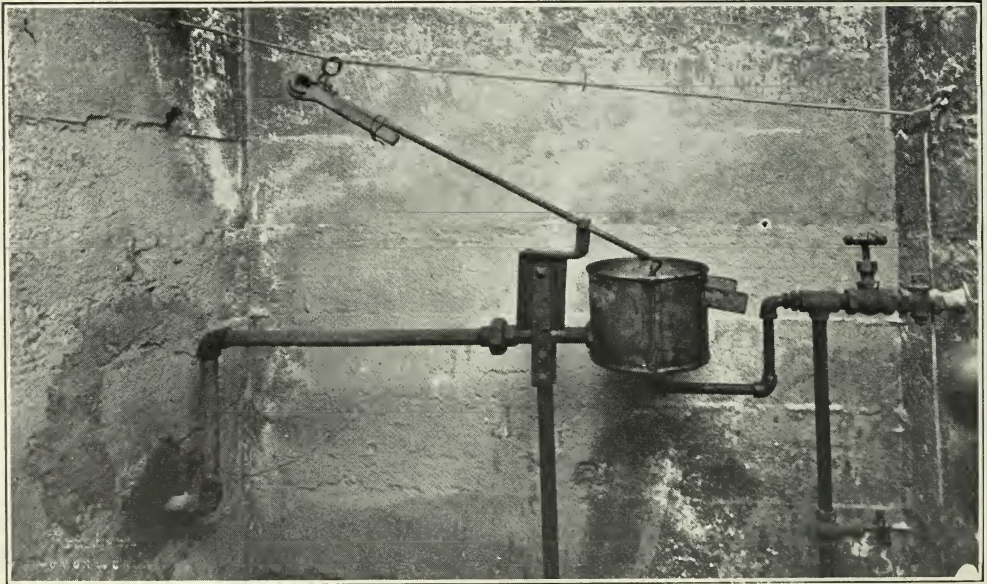
PRE-COLORING CITRUS FRUIT

There has been a good deal of interest in Florida recently in the pre-coloring process for citrus fruit. A good many of the Exchange houses have pre-coloring equipment installed for this season as also have quite a few of the independent packing houses. Some pre-coloring has been done in Florida for several years past and the probability is that by another season all the Florida packing houses will use pre-coloring methods. There has been some misconception regarding pre-coloring citrus fruit, some people getting the idea that the process would be used on unripe fruit. The following quoted from a recent issue of the Sealdsweet Chronicle in the Florida Grower will give an idea of the value of pre-coloring:

"It is a well known fact that many varieties of oranges and grapefruit are thor-

and sent away. Not at all. The early shipments in particular are tested with utmost care to make certain that the prescribed sugar content demanded by the government as its seal of ripeness is there. The packing house is equipped with a laboratory for making such tests, and the tests are made from the boxes of fruit arriving in field crates from the groves."

Pre-coloring is used in Florida for Parson Brown and other varieties of oranges as well as on grapefruit, which although they are ripe and will pass the state laws as to sugar and acid ratio content are green outside. Pre-coloring originated and has been used for years in California. The following description of pre-coloring as used in California, prepared by John B. Wallace, will be of interest to readers of the News:



Automatic Control Valve, which shuts off kerosene from burners when fire burns cord suspended above

oughly ripe, as to content, while the skin is still either entirely green or mottled green and yellow. There is no objection to the flavor of the fruit, but buyers do not care for imperfectly colored fruit, as it has poor sale value, whereas the same fruit after being given its full color will command a price commensurate with its size and texture. By this coloring process it is possible to take green-skinned fruit and within twenty-four to thirty-six hours such fruit will have colored the proper golden hue.

"Employment of artificial coloring does not mean that unripe fruit will be colored

The history of pre-coloring or sweating citrus fruits as it is called in California is rather nebulous. Most authorities agree, however, that it started about twenty-five years ago at Santa Paula and was first put into practical use at Esconita. The present process used for sweating is an outgrowth of various experiments which began when it was noted that packed fruit stored in a warm, damp place assumed a deeper color and green lemons fully matured turned to yellow.

Steam was the first medium tried for artificially turning the color but this was very unsatisfactory both from the stand-

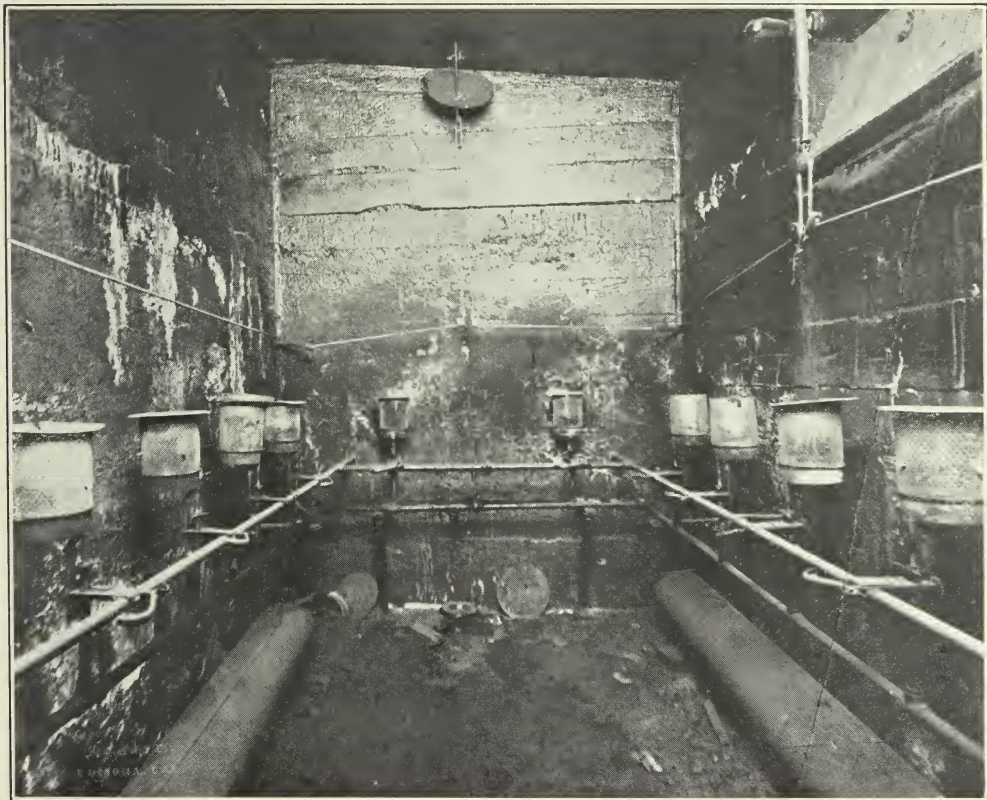
Skinner Packing House News

point of coloring results and because it caused premature decay in the fruit as well as giving it a boiled flavor.

From steam there gradually evolved the present system in general use in the packing houses of Southern and Central California. For this the gas generated by imperfect combustion of kerosene is used. The best temperature for sweating fruit is

burning of the cord shown in the photograph the lever drops and shuts off the flow of kerosene from the tank.

The combustion room as shown in Illustration No. 2 is equipped with old style burners for kerosene. These are much better for this use than the new burners, as perfect combustion is not desired and the more gas the burner gives off the bet-



Combustion room where gas is generated by kerosene burners for pre-coloring of citrus fruits. Cord suspended above burners catches fire when burners flare and automatically cuts off kerosene and closes damper of pipe leading to pre-coloring or sweating rooms.

around 75 degrees. Over 80 degrees will tend to cook the fruit.

A description of the sweating rooms and plant of one packing house will give an idea of this system as it is typical of those used generally throughout Southern California.

For reasons of fire protection the combustion plant is outside the packing house. The kerosene is stored in a fifty-gallon tank buried in the ground and covered by a cement coping. From it the kerosene is fed through a pipe into the combustion room. Before entering the main room the kerosene passes through an ante room in which is an automatic control valve as shown in Illustration No. 1. Upon the

ter. The burners often flare up, thus forming a sooty smoke which is undesirable because it blackens the fruit. To obviate this danger the cord in the photograph is suspended about a foot and a half above the burner. When the latter flares up it burns the cord, which automatically drops the control valve in Illustration No. 1, shuts off the kerosene and also closes the damper of the pipe that conveys the gas to the sweat rooms. At the top of the picture is shown the vent leading into the pipe which by means of a motor driven fan placed at the entrance of the sweat rooms carries the gas and spreads it through the sweating rooms. These rooms are located

(Continued on Page 7)

PROPERLY PACKED FRUIT PUBLIC'S DEMAND

Protest Against Improper Grading When "Direct-from-Growers'" Crusade Is Sponsored by Municipality

By H. D. KEMPERTON

Improper grading and packing of apples and peaches looms up as an important factor in the municipal sale of fruit in Chicago. This experiment at "eliminating the middleman" has been attracting considerable attention because it has been hailed by one of the newspapers friendly to the municipal administration as "actual warfare upon fruit profiteers."

Chicago has a municipal "high cost of living expert." The position is a holdover from war time days. This expert, Russell J. Poole, conducts campaigns from time to time against high prices on everything from bread to ice cream sundaes. A plan to bring down fruit prices was inaugurated the latter part of this summer. A group of Michigan growers was behind the movement to freeze out the middleman, it was announced.

The big municipal pier, running out into Lake Michigan, was the principal scene of operations. This is a combined pleasure pier and pier for handling shipping. Cargoes of fruit were brought in by boat from Michigan, principally from Berrien county, and space furnished to the growers on the pier. On the first of September the space occupied by this market was half a mile in length. The market was open from 8 a. m. to 9 p. m.

In addition to this central market cars were spotted on sidetracks in different parts of the city and sales made from the cars. Another feature was switching in carloads of mixed fruit near big industrial plants such as the Pullman car works and the Western Electric Company's factory and selling the fruit to residents of the neighborhood, principally the families of employees.

Apples, peaches and other fruits were sold to the public at from 75 cents to \$1.50 a bushel less than local market prices, the expert reported to the city council high cost committee. But this does not include delivery. A delivery charge of 25 cents a bushel was authorized. Getting baskets of fruit home from the more or less isolated pier was a problem for purchasers not owning automobiles. A situation arose from buyers boarding street cars on the line running from the pier, with their bulky purchases, and the cost of living expert called upon the police to compel street car conductors to allow buyers to board the trolleys with their baskets.

Hardly was the project under way when a man wrote to the "communicated" column of one of the daily newspapers, protesting against the grading and packing methods used. He had purchased peaches and although the top layer was excellent,

he had no use for the remainder, he said because he had no gun and no use for bullets.

Improper packing by farmers was one of the reasons given by Expert Poole in explaining, after two weeks of municipal selling, why prices of Michigan fruit remained at top figures while fruit was rotting on the ground and that on the trees was unpicked. He said that inferior apples—grades known as "orchard run" and "windfalls"—were placed in the bottoms of baskets and selected fruit neatly packed on top. Other reasons given for high prices were speculation by brokers, a combination of package makers and high freight rates.

"The Chicago fruit sales plan is much the same as that proposed by President Harding to curb coal profiteers," said a paper close to the municipal administration. He has asked congress to authorize the establishment of a government corporation to deal in coal. This organization would handle only a small percentage of the nation's fuel supply. But the president thinks that its operations would do more to prevent private coal dealers from charging excessive prices.

"The fruit sales are made largely to keep down the high prices charged elsewhere. Their effect will be to demonstrate the low basic price of fruit, and to give such a visible proof of the profiteering that lurks in high prices that these will have to come down."

In some quarters, the crusade against "fruit profiteers" is looked upon as a political publicity stunt—an effort to picture the city administration as the "champion of the people." An editorial in the Northwest Side Bulletin, the organ of the Northwest Side Business Men's Association, says:

"In the recent sale of fruit at the Municipal Pier, the writer, who purchased pears at his local fruit dealer, found that if anything, the price he paid his dealer was a fraction cheaper than what fruit was 'bluffed' onto the public by the so-called Food Administrator.

"Profiteers have always existed, they will continue to exist, and no end of administrators will put an end to them. We would advise the city council to abolish the office as it does not function, it is a bluff on the public, and one big huge joke."

Union Rules

Foreman: "What are you doing, Jim?"

Bricklayer: "Sharpening a pencil."

Foreman: "Better look out or you'll have the union after you. That's a carpenter's job."—Printers' Ink.



PRE-COLORING CITRUS FRUIT

(Continued from Page 5)

just inside the packing house and are walled off by thin partitions from the rest of the house. Some packing houses sweat their fruit in the pre-cooling rooms in the basement, where the temperature is more easily controlled.

The manager of the College Heights plant, Herschel Jones, is the originator of the method of sweating fruit after it is packed. Previously packers had sweated fruit before it was packed, but the Jones method obviates a second handling and seems to give just as good pre-coloring results.

Pre-coloring of citrus fruits is in general use in all of the packing houses of California. Especially is this true in the Tulare county district in Central California, where the fruit ripens two months earlier than the navels in Southern California. Practically all navels that pass the eight to one test in acid and sugar content are sweated in the northern counties and the sweat rooms occupy the greater part of the packing house floor space.

This is the fruit that comes on the market before Christmas and is sold for the holiday trade. It is also the fruit that comes most actively in competition with Florida fruit.

In the southern counties sweating is more generally confined to Valencias, which have a natural green color that militates against their sale, as the customer is led to believe from their appearance that the fruit is not ripe. By sweating these they turn to yellow. Lemons are also sweated in the fall for winter trade. Spring and summer lemons are seldom sweated as the hot weather colors them naturally as it does the bulk of the navels, which also are seldom sweated in Southern California.

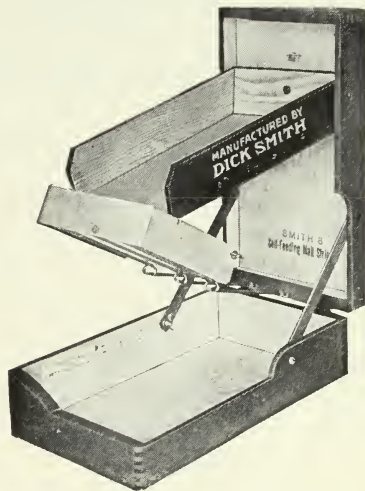
Many packing house managers are opposed to sweating unless driven to it by bad weather conditions, as they assert it causes premature decay and the fruit does not stand shipping so well. The fine grained fruit or fruit with a fine skin texture colors much better than the coarser skinned fruit. Some of the small houses still use the primitive tents, but all use the kerosene burners in some form or other.

All Drunk

A forlorn man was brought before a magistrate for drunkenness and disorderly conduct. When asked what he had to say for himself, he said: "Your honor, 'Man's inhumanity to man makes countless thousands mourn.' I'm not debased as Poe, as profligate as Burns, as debauched as Byron, nor—"

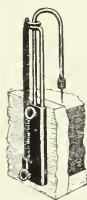
"That will do," thundered the magistrate. "Thirty days—and, officer, take a list of those names and run them in; they're as bad as he is."—Exchange.

DICK SMITH NAIL STRIPPER



A dependable packing house device is this self-feeding nail stripper. No modern packing house can very well afford to get along without it. Write for prices.

THE COOPER FRUIT WRAP HOLDER



Holds from one to 1,600 wraps. Attachable on any ordinary paper holding box. Extra needles with every holder. Weight 3 1/4 ozs. Folds up and can be carried in vest pocket. Will last a lifetime. Increases speed of user.

SKINNER MACHINERY CO.
BROADWAY, DUNEDIN, FLORIDA

ARE YOU READING THE PRODUCE NEWS!

Growers and shippers of fruits and vegetables cannot afford to be without reliable information regarding markets for their products. The Produce News of New York, Chicago and Los Angeles will give you this information and keep you posted on all matters pertaining to the produce industry, every week for \$2.00 a year. Send subscriptions to: The Produce News, Dept. 20, 6 Harrison St., New York, N. Y.



FACTORY NOTES

The old factory building now used as a warehouse is receiving a coat of paint.

Evidently Mr. E. A. Wright, storekeeper for the Skinner Machinery Company, is jealous. When the cuts of the office groups came in he checked them as "cuts of Office Beauties."

Several employees of the Skinner Machinery Company have suffered from dengue fever during September. All seem to be over it, however, at the present writing.

The shipping department became wonderfully efficient one day last month, something like \$35,000 worth of machinery being shipped in one day—the customers sent their own trucks after this machinery.

The office groups, the picture of Klemm's packing house in the Brogdex Review and the cover picture of this issue, were all taken by the Photographic Department of the Skinner Machinery Company.

FLORIDA NEWS

Two new packing houses of W. E. Lee & Company, located at Garfield and Dun-dee, and the addition to the Auburndale house owned by the same firm, have been finished and the work of installing machinery is well under way.

* * *

Fugazzi Brothers of Cincinnati will install a new polisher in their house at Valrico double the length of the old polisher.

* * *

The new packing house of the Auburn-dale Citrus Growers' Association has been completed and the work of transferring the machinery from the old house has commenced. Some new machinery will be installed also.

* * *

S. J. Sligh of Orlando will build and equip a three-car packing plant at Lisbon.

* * *

Gentile Brothers Company of Orlando have taken over the packing house of the Spivey Packing Company at Clearwater. They will continue the fruit packing and shipping business as usual. Mr. S. J. Meares will be in charge.

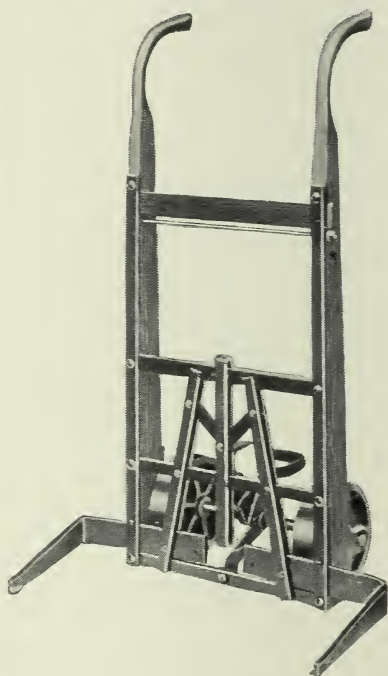
APPLE-PACKING SCHOOL

An apple-packing school was held at Apple Valley, California, the last week in August. A specialist on packing conducted the school. Packers were trained to be available whenever they might be needed in the valley. The County Agricultural Extension Service sponsored the school.

Fruit growing is one of the possibilities to be held out as an inducement for the emigration of English-speaking people to Australia. A group of prominent English and Australian citizens gave out this information on a recent visit to Chicago.

CLAMP TRUCKS

Real Labor Savers



Skinner Clamp Trucks are very popular among Florida packing house workers. They have proven highly efficient in saving labor during many years in fruit packing house work.

They are made in two practical types: One with long handles for trucking field boxes and fruit or vegetable crates stacked more than three feet high; the other with short handles for trucking shipping cases and loading aboard cars.

They may be equipped with Divine Cushion Wheels where the noise of iron wheels and the wear and tear on wooden floors is objectionable. For all around service and long life Skinner Clamp Trucks cannot be improved upon.

For full particulars write

SKINNER MACHINERY CO.
BROADWAY
DUNEDIN, FLORIDA

California Crops Breaking Packing Records

Providing further action by union labor in tying up transportation and packing facilities does not materialize during the remainder of the season, California fruit packers and growers will this year market crops that will break all records in the matter of quantity and aggregate quality. It is believed that the staggering total of 65,000 carloads of fruit will be shipped. A tremendous tonnage of fruit is being canned and dried, aside from the fresh fruit shipments.

A trip through the San Fernando, Antelope, Pomona and Perris Valleys, and through Orange county reveals the magnitude of the deciduous and grape crops. Packers are running to full capacity, and hundreds of carloads of fresh fruit are being sent out of the producing district daily.

The apricot crop, which has been harvested, was probably the largest ever grown and shipped in California. Late spring frosts hit the fruit in a few scattered localities, but most of the trees were heavily loaded, and produced a good quality of fruit. About one-sixth of the apricot crop was sold fresh. It is estimated that the apricot crop this year totaled one hundred and twenty thousand tons, as compared with one hundred and fifty thousand tons last year.

E. E. Kaufman, State Agricultural Statistician, estimates the peach crop of 1922 at 420,000 tons, as against 320,000 tons last year, and the quality is better than normal.

The apple crop will total 7,680,000 boxes, as against 6,500,000 boxes a year ago. The crop in the Yucaipa, Oak Glen, Lytle Creek and Downey sections is of excellent quality.

Pears are showing an improvement in condition at harvest time, and shipments are running slightly larger than last year. The packers will ship approximately one hundred thousand tons.

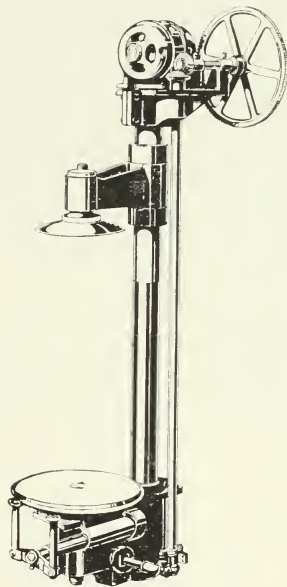
Plums show no change in condition, and most of the crop has been packed and shipped fresh, with profit to the packers and growers. The estimate of this crop is 70,000 tons.

The greatest of all, in the matter of tonnage and probable receipts, is the grape crop. Wine grapes this year will total 400,000 tons; raisin grapes, 220,000 tons, and table grapes 175,000 tons—a stupendous total of 795,000 tons of grapes, which last year brought the packers and growers a higher return per acre of any fruit crop, and bids fair this year to again bring highest returns.

The total acreage of bearing fruit trees in California last year was 762,941, and the non-bearing acreage 258,804, according to Mr. Kaufman's report. It was reported that 41,297 acres of fruit trees were planted this year. The packers are profiting accordingly.

Skinner Hydraulic Barrel Heading Press

*Built for
Convenience of Operation*



STUDY THESE FACTS

The Skinner Hydraulic Barrel Heading Press constitutes a great improvement over anything of its kind now on the market.

It is strongly built. The press is self contained with pump mounted on the base casting.

Work is controlled by a double foot pedal action. The speed of action can be regulated by setting speed of pump at satisfactory point.

The Skinner Barrel Press may be equipped with individual motor drive or it can be furnished arranged for belt drive from any line shaft.

It is a measure of economy and a mark of efficiency to own a Skinner Hydraulic Barrel Heading Press.

For detailed information write

SKINNER MACHINERY CO.

Broadway, Dunedin, Florida



Skinner Packing House News



PACKING HOUSE OF LAKELAND HIGHLANDS C. G. A.



One of the best and most modern citrus packing houses in Polk county, Florida, and for that matter, in the state, is that of the Lakeland-Highlands Citrus Growers' Association situated at Haskell. This house was completed one year ago and has a capacity of three or four cars of fruit a day. It is built and equipped on an elastic plan so that the capacity may be increased without incurring much additional expense. The Lakeland Highlands Citrus Growers' Association is composed of owners of

groves in the well known Lakeland Highlands development a few miles from Lakeland. There are over 4,000 acres of these groves. The association shipped 25,000 boxes of fruit last year and expects to ship over 50,000 boxes this year. The quantity of fruit will increase rapidly now from year to year as the young plantings are commencing to produce. The brand packed by the Lakeland Highlands Association is "Club House," and this was very favorably received in the markets last season. The association manager is Mr. A. H. Stafford.

ANOTHER LETTER FROM MICHIGAN

Detroit, Mich.

September 16, 1922.

Dear tom,

Got the skinner news again this month all o k. You are sure putting out one swel mageezen I tel the world. If a frute paker cant make a go of it it sure aint bekause you and mr. skinner aint doing your darndest to show em whats the very latest thing and whats going on in the frute bizness. My brother in law alfred was over to my house the other nite and he see those barrel heading preses in the news and he says we oughta get one of them to put the caps on the bottles of home brew beer that we are making over in his sellar for family consumpshen. He always makes it in his sellar cause he aint got no near naybors to smel nothing. What do you think about it tom. I took ma and my boy cyril to the state fair in detroit last laber day and a good time was had by all. Say tom you should have seen them ford tractors and all that stuff they had em hooked up to. I guess outside of walking into your house and cooking a meal of vituals and then washing the dishes and moping up the floor and putting the broom behind the door

all in one operashun as they say down there i guess they isnt nothing one of them blamed things cant do. Gosh i never see anything to beat it. Say tom dont ever try to drink any of that home brew beer until it gets all through working. I did and was home in bed for most of the next two weeks. Say tom let me no rite away about those barrel heading presses cause we got some we want to begin bottling now before very long. We want to have real uptotheminute stuff alfred and i. When it comes to putting a walop in it you no me.

Al.

IT'S UP TO YOU

No one is beat till he quits,

No one is through till he stops;

No matter how hard failure hits,

No matter how often he drops,

A fellow's not down till he lies

In the dust and refuses to rise.

Fate may slam and bang him around

And batter his frame till he's sore,

But she never can say that he's downed

While he bobs up serenely for more.

A fellow's not dead till he dies,

Nor beat till he no longer tries.



Partial View of Main Office Skinner Machinery Company

CAR MOVER

HERE'S HOW

ONE MAN DOES THE JOB—No delays, no interruptions to work of other men in yard crew—every car spotted when and where you want it.

POWERFUL COMPOUND LEVERAGE—A Combination of pinch bar and a toggle action, providing force enough to move any car.

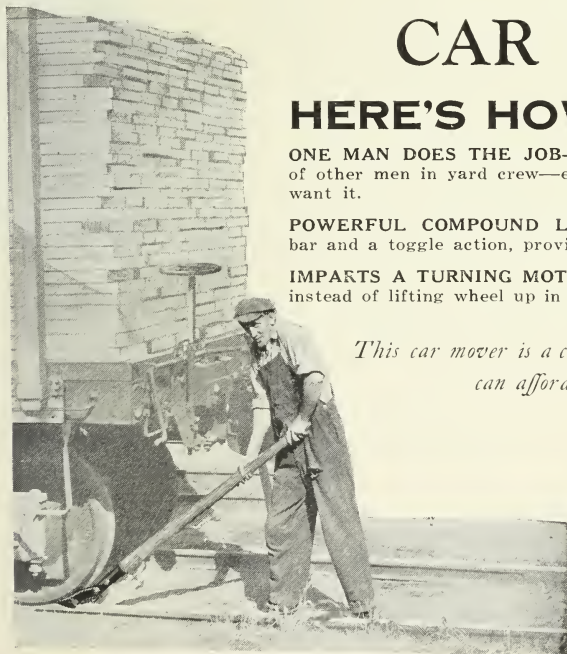
IMPARTS A TURNING MOTION TO WHEEL, moving car forward instead of lifting wheel up in the air or breaking in the attempt.

*This car mover is a convenience no packing house
can afford to be without*

Write for prices

**Skinner Machinery
Company**

Broadway, DUNEDIN, FLORIDA





Protect Your Trees and Fruit w

The Cost Is Low=

A citrus grove is a very valuable piece of property and the fact that periodically frosts appear in Florida and damage the citrus trees. Bearing these facts in mind most of the citrus growers place orders for heaters at once. Let us quote you price on the heaters.



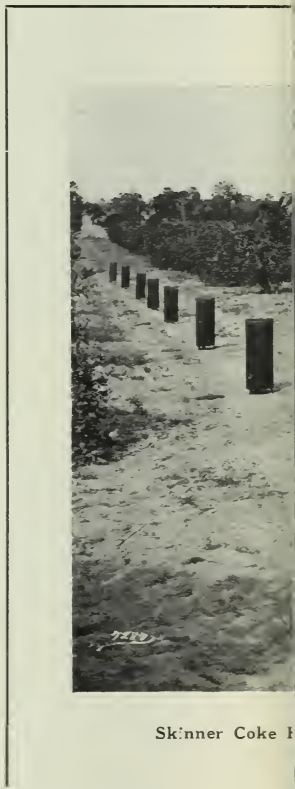
Skinner Coke Heater
Assembled

FROST PROTECTION

Out of the freeze last winter in California came the experience that it pays to use artificial frost protection of some kind or another. Since that freeze probably more heaters have been purchased by California citrus growers than ever before. This fact is significant. Where heaters were properly used during the freeze in California the fruit and trees were saved from damage. Some sort of frost protection should be used nowadays by every grove owner. The only question in the mind of the grower is: What kind of protection is the most effective and at the same time not prohibitive in cost.

THE SKINNER COKE HEATER

The Skinner Coke Heater is the answer to this question. They will cost less than \$15.00 per acre a year if intelligently handled. This plus the cost of the fuel, which is very low, is the only cost attached to protecting your grove when you use Skinner Coke Heaters. They are simple in construction and are light and easily handled. There is no soot or dirt thrown off while burning, only a clean, white smoke when they are first lighted, which is helpful in increasing the temperature of the surrounding atmosphere. Skinner Coke Heaters are very effective, having been tried out many times under actual frost conditions. They are quickly lighted, with a special lighting torch supplied with the heaters. With this torch one man can light a great number of heaters in a short space of time. One of the strongest features of the Skinner Coke Heater is its long burning capacity. They require little care once lighted and will burn with maximum efficiency for ten hours continuously.



Skinner Coke Heater

Coke Heaters should be ordered well in advance of the danger of frost. For Skinner Coke Heaters this winter and to avoid disappointment place orders for heaters at once. Let us quote you price on the heaters.

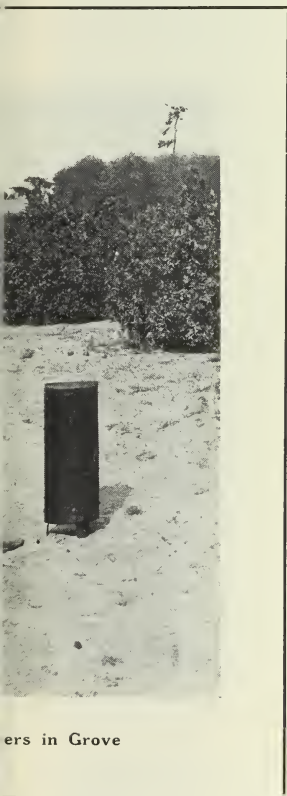
THE SKINNER MACHINE

Broadway, DUNEDIN, FLORIDA

th SKINNER COKE HEATERS

Protection Positive

of fruit worth a good many actual dollars. It is a well known fruit, sometimes the foliage, even occasionally seriously damaged in Florida are taking a big risk in leaving their groves exposed could provide protection against freezing.



ers in Grove

COKE BETTER THAN OIL

Coke has many advantages over oil for grove heating purposes. Grove owners contemplating using heaters should give serious consideration to these advantages:

Radiant heat from coke is two and a half times as great as that from oil. Also the heat is more intense.

An oil heater cannot be made of steel, as it must be oil tight. If made of steel it would soon leak, because water in the oil, collecting at the bottom of the heater, would rust through. Cast iron is expensive. A coke heater can be made of steel and will outlast three oil heaters.

Coke requires no tanks or expensive storage facilities for it does not deteriorate when exposed to sun or rain. It cannot evaporate like oil nor rot like wood.

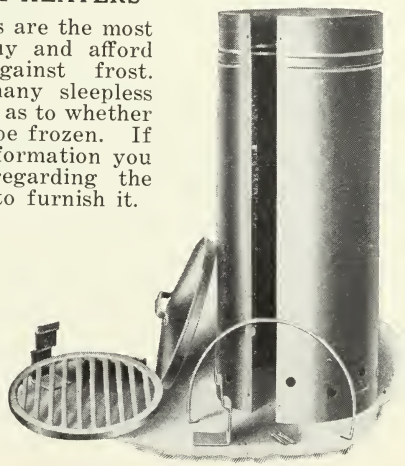
The cost of burning an oil heater eight hours is 56 cents. The cost of burning a coke heater eight hours is 18 cents.

Oil heaters are heavy and difficult to handle. They take too long to place after freeze warning if left under cover, and if left in the orchard the wind is liable to blow the covers off and let in water. Coke heaters can be filled and stored in convenient positions in the grove, ready for use at any time. Wind or rain cause no damage. They are easy to move if desired.

Oil spilled on the ground will kill small trees, and it will injure the roots of old trees; coke cannot injure the roots of any trees.

USE SKINNER COKE HEATERS

Skinner Coke Heaters are the most economical you can buy and afford positive protection against frost. They will save you many sleepless nights through worrying as to whether your crop or trees will be frozen. If there is any further information you would like to have regarding the heater we will be glad to furnish it.



Showing Simple Parts

od for frost. There will be a big demand in time of delivery it will pay growers to er of heaters required to protect your grove.

RY COMPANY

A



California Packers Solve the Labor Problem

By JOHN B. WALLACE

The labor question in California, and especially Southern California, is a many-sided problem. Usually it is not a question of quantity but of quality. The climate of the Golden State attracts thousands of itinerant laborers every year but unfortunately they are not of the most desirable class. The large manufacturing plants which furnish steady employment throughout the year have little difficulty in procuring competent employees, but with the fruit packing plants and canneries, where the employment is only seasonal, it is a different story.

The problem became especially acute during the war and it is the experiences during that period that caused the packing house managers to devote serious study to the question, with the result that it is in a fair way to be solved. Among the citrus fruit packers the development of the Valencia orange has been of great assistance as it enables them to keep their houses open during the greater part of the year and thus insure steady employment. On the other hand, disasters such as last winter's freeze are a great setback as thousands of employees are thrown out of work and compelled to move to other communities. Nature, however, provided some compensation as the deciduous fruit crop of Southern California this season is unusually large and the canneries are running to capacity.

The citrus fruit packer employs two classes of help—outside and inside. In previous years the outside help, consisting of fruit pickers, were the greatest problem, but recently this condition has been reversed. When the citrus industry was an infant the picking crews were largely made up of white men recruited from the ranks of itinerant laborers. These men were not dependable, however. They were here today and gone tomorrow, and the packing house was never sure of a full crew. It takes a certain degree of skill to pick oranges and lemons and an incompetent or green picker can spoil a lot of fruit.

The packers, therefore, after vainly trying to maintain white crews turned to the Japanese and Mexicans. Hindus were also tried during the war but they have now practically disappeared. The Japanese proved to be fairly good workmen although very independent. They were intractable under white foremen and could only be handled by men of their own race. Moreover, as soon as a Japanese acquires a few hundred dollars he begins to look around for an opportunity to go into business for himself, and with immigration shut off from Japan through the so-called gentlemen's agreement, Japanese pickers soon

became scarce. Many of these Japanese crews have been supplanted recently by Filipinos but the use of these laborers is as yet but an experiment.

The packers have therefore turned to the Mexicans as their last resort for picking crews. Mexicans as a rule make very good fruit pickers as they are active and fairly conscientious when handled right. On the other hand they are inclined to be temperamental and will only work when they are broke.

There are two classes of Mexicans in California, the native born whose ancestors have lived in the state for several generations, and immigrants. The latter as a rule make the best fruit pickers as they are more amenable to discipline and content with their lot. The second generation of Mexicans in this country furnish a problem like the educated negroes. They are not satisfied to work as laborers and there is small opportunity for them in higher spheres.

The decision to employ Mexicans left the packers with two problems—lack of proper housing facilities and the inability of the immigrant Mexican to understand English. The packers had found that the most dependable workers among the Mexicans were those with families. They wished to encourage the settlement of this class but there was no place for them to live.

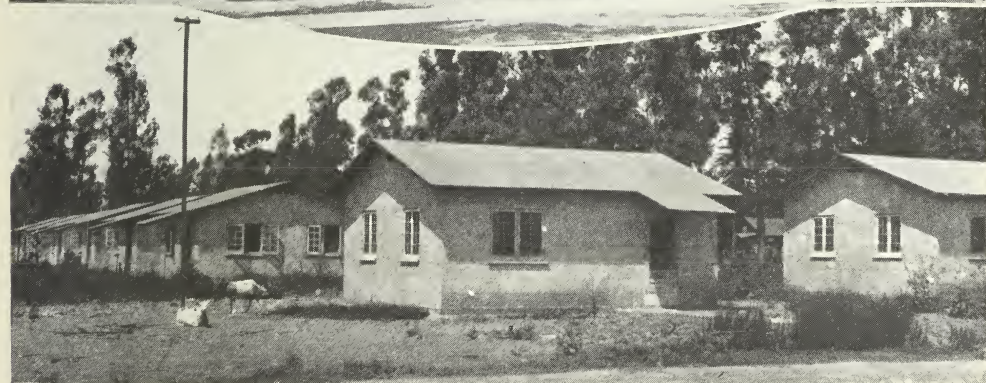
The packing houses at LaVerne and San Dimas were among the first to present a solution by building houses, themselves, for these employees. The LaVerne packing house built twenty-one houses, three rooms each, constructed of tile and cement. These houses are strictly modern, piped with running water, gas and wired for electric lights. They are rented to employees for \$9 a month, the renter paying the water bills. At this rental the houses pay a fair interest on the investment as well as providing a comfortable home for the employee.

The education of these employees is provided for through Americanization work conducted by the public schools and in which the packing house co-operates. Night schools are maintained at which the adult Mexicans are taught English, both oral and written, and are also given instruction in simple mathematics and the ideals and principles of the American government.

Work is also provided for these men in off seasons when there is no picking to be done, by the maintenance of an employment bureau for the growers, who are thus enabled to get men for pruning, irrigating and odd jobs around their groves. They are kept busy for at least two-thirds of the

(Continued to Page 16)

Skinner Packing House News



From top to bottom: (1) Close-up of employees' houses, showing gardens and general construction. (2) View of Dormitory built by the LaVerne Exchange for housing of fruit tramps or women packers and graders who follow the fruit seasons along the Pacific Coast. (3) A few of the twenty-one employees' houses built by the LaVerne Exchange.

CALIFORNIA SOLVES LABOR PROBLEM (Continued from Page 14)

year, which is as long as a Mexican will work anyhow.

Wages vary from season to season. A flat wage of thirty cents an hour for a nine-hour day was tried early this past season, but it was found that this did not work as well as the bonus system of twenty-five cents an hour and from one to three cents a box. A flat rate of so much per box is not feasible as the pickers try to work too fast, with resultant injury to the fruit. A compromise between a flat hourly wage and the bonus system has yielded the best results.

The inside work of the citrus packing houses is mostly in the hands of what are known as "fruit tramps," men and women who follow the fruit in different sections of the country.

These employees, consisting of graders, packers, nailers and floor men, work in the orange houses of Southern California in the late winter and spring, pack Valencias in the summer, go north to Oregon and Washington for the apple season in the fall or work in the raisin country in northern and central California, then to the northern orange districts in Tulare county, California, in the early winter and thence back to Southern California for the navel season.

Sixty per cent. of the packing house em-

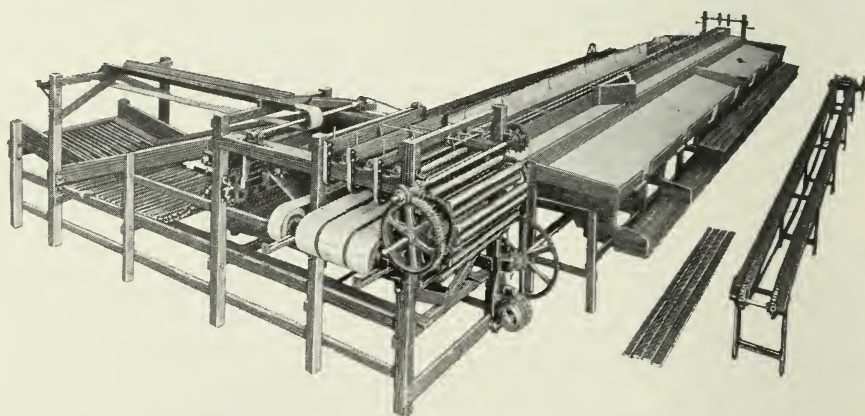
ployees of Southern California consist of these itinerants, while 40 per cent. are local married women and young people who wish to work only during the fruit season. Fifty-five per cent. of the inside employees are women and the remainder men. Wages range from \$2.50 to \$5 a day. The average for packers and graders is about 33 1-3 cents per hour.

In the case of these "fruit tramps" the question of suitable quarters again arises. While the packing house managers have a sort of gentlemen's agreement not to outbid each other in matters of wages there is nothing said about providing attractive quarters.

The packing house that can furnish the best accommodations usually gets the pick of the help. Recognizing this fact the LaVerne packing house has built a large dormitory 30 by 80 feet which will house thirty-eight girls. It is divided into modern apartments furnished for housekeeping, which are rented to the girls for \$15 a month. The lower floor is arranged for married couples. Thus the employees are furnished with desirable quarters at a reasonable price and convenient to their work.

The packing houses are seldom troubled with strikes, the only one of moment occurring a few years ago when a number of Russian Jews obtained employment and succeeded in fomenting discord among the Mexicans. The packers promptly deported the trouble-makers and the difficulty ended.

SKINNER APPLE AND PEACH SIZER



Your fruit packed from a Skinner Apple and Peach Sizer will top the market. It will be accurately sized and carefully handled.

The Sizer is sturdily constructed and with intelligent care will last a lifetime.

The saving in labor and the increased profits derived from using this sizer will soon equal the purchase price.

Write for complete information regarding Apple and Peach Packing Machinery

SKINNER MACHINERY CO., Broadway, DUNEDIN, FLA.



SKINNER FRUIT PICKING BAGS

Enable the Picker to Handle
Your Fruit Gently

Look over your picking bags and see that they are in good shape and that you have enough of them for this season's work. Skinner Picking Bags are light and roomy. Wide supporting strap eases weight on shoulders of picker. Catch on bag releases fruit gently from bag to field box. This prevents bruising and waste of fruit.

Skinner Picking Bags are constructed of extra strong canvas. The kind of picking bag that is always ready for service and will outwear most types of bags three times over. There are other good features that will interest every fruit picker. Write for prices and further particulars.

SKINNER FRUIT-PICKING LADDERS

Strongest and Lightest



Good ladders are a great help in fruit picking time. Have you a sufficient supply to take care of your picking needs without loss of time and convenience? Picking time for citrus fruit has commenced and you will be saved a great deal of annoyance if you will look over your ladders and replace those broken or worn out and obtain extra ladders if you need them.

Skinner split-pole cypress ladders are light and strong. They are carefully made of selected cypress wood. The rungs are made of best grade pine for the purpose. Ladders are furnished from 12 to 40 feet in length and are priced by the foot. Write for prices on the lengths you require. Order now and be prepared when you need ladders.

Address all orders or inquiries to

Skinner Machinery Company

BROADWAY, DUNEDIN, FLORIDA

THE OFFICE

Being the Third of a Series of Articles Regarding the Skinner Machinery Company, Factory and Organization

By A. M.



HERE are so many things we'd like to say,
But so few of these things we dare;
That if we would live for another day,
We must scribble this yarn with care.

For the pictures here nearly caused our death,
They didn't suit anyone much;
And we wait this issue with bated breath,
For fear we have gotten in dutch.

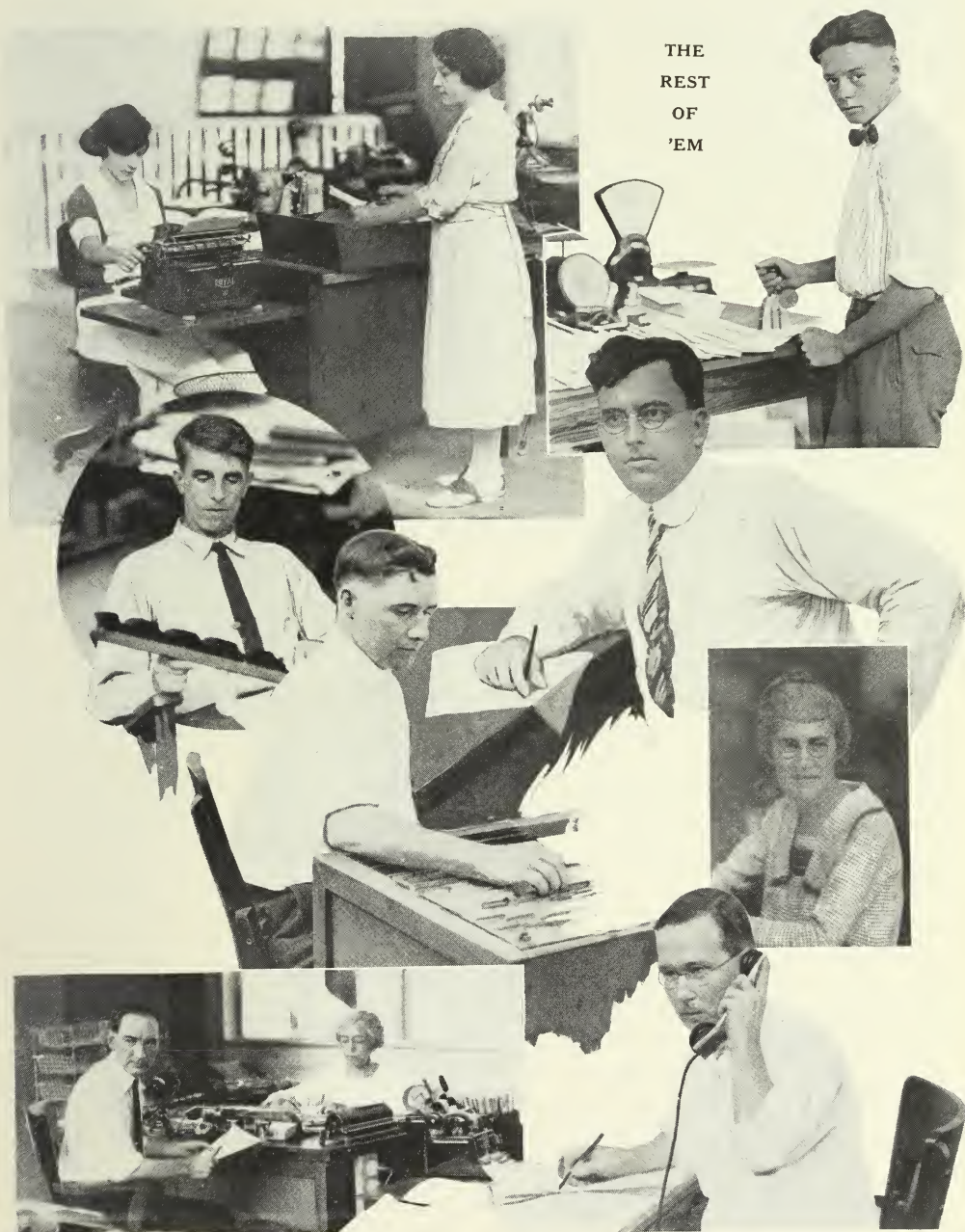
We don't aim to pat ourselves on the back or anything like that, but anyone who can present the resemblances of the entire Skinner Machinery Company office force on two pages and live to tell about it is the "snake's hip," to quote one of our foremost American writers. Some of 'em threatened suicide, others to annihilate yours truly, one or two said they would quit their jobs, and the rest suffered in grim silence. All because when the camera man pulled the trigger we told 'em they were to appear in the Packing House News. You can tell they were mad by the solemnhol expression on every face but Miss Allen's, and she claims we caught her when she wasn't looking. However, we notice that the entire outfit is continuing on the even tenor of its way even though the blow has fallen, but as we mentioned above we await the issue of this number with trepidation and if on the morning after, we are found with our toes pointed heavenward, it will be because of our efforts to show the thousands of customers of the Skinner Machinery Company just what the bunch that handles their orders looks like. Seriously speaking, we believe that customers will have confidence in the handling of their orders increased tenfold when they have given this bunch the once over. Personally we doubt if there is a finer office force in the United States.

PART OF THE OFFICE FORCE



Top Row Left to Right: C. B. Ballard, in charge of installation department; G. W. Bishop, draftsman; E. M. Crum, draftsman; H. L. Smith, manager drafting department. Bottom Row Left to Right: G. P. Webb, timekeeper and factory ledger; Miss N. A. Cushing, customers' ledger; H. B. Hatch, sales manager; C. P. Smith, salesman

Skinner Packing House News



THE
REST
OF
'EM

Top Left to Right: Mrs. A. Weller, filing; Miss O. Oppenheimer, correspondence; W. B. Smyth, printing and mailing. **Middle Left to Right:** M. W. Barnum, production manager; N. T. McLain, costs accounting; B. C. Skinner, vice-president and general manager; Miss N. C. Allen, orders and invoices. **Bottom Left to Right:** C. L. Mewborn, manager accounting department; Miss Cushing again; D. A. Whitaker, factory superintendent and assistant manager.



BROGDEX REVIEW



*"Fruit to the consumer in as perfect
condition as when 't leaves the tree"*

MANY DEALERS INTERESTED IN OB- TAINING BROGDEXED FRUIT

The Brogdex Company in its main office at Winter Haven, Fla., has on file dozens of letters from fruit dealers over the United States, thoroughly endorsing the Brogdex Method and in many cases stating that they expected to handle Brogdex fruit exclusively this coming season. The following are extracts from a few letters received recently:

EGALITE-WILSON FRUIT CO., Lexington, Ky., Aug. 26, 1922.—When you have a complete list of Brogdex users for the coming season please mail us one, as we wish to handle fruit treated by this system exclusively the coming season.

ORTO BROKERAGE COMPANY, Pine Bluff, Ark., Aug. 22, 1922.—We hope you will keep us posted as to your progress, and as to those using the system in Florida the coming season, as we would like to get our trade started on Brogdexed fruit.

R. E. HOWETH, Baltimore, Md., Aug. 28, 1922.—Will you kindly send me the names of shippers using your Brogdex Method. After past year's experience I fully realize the merit in it.

MILES-CONLEY COMPANY, Baltimore, Md., Aug. 28, 1922.—It seems that we have less after sale trouble with the Brogdexed fruits, in fact, the trade is becoming more to inquire for it, and if not asking too much of you, we would thank you to send us a list of shippers interested who use your Brogdex treatment on their shipments, as we believe it will mean from twenty-five to fifty cents per package more in a selling way, and we are anxious to ascertain what channel we can get it.

If you have not already made arrangements to have your fruit handled by the Brogdex Method it will pay you to get in touch with the Brogdex Company at once and find out just how this may be arranged.

Quite a number of fruit dealers in every part of the country are on the lookout for the distinctive Brogdex label on citrus fruit coming from Florida and California, their intention being to give preference to this fruit.

To anyone who wishes any information at all regarding the Brogdex Method the Brogdex Company will be glad at all times to correspond. Write the Brogdex Company, at Winter Haven, Fla., or Riverside, Cal.

Growers who are using the Brogdex Method have every advantage in the markets.

ADVANTAGES OF USING THE BROG- DEX METHOD

Why use the Brogdex Method on citrus fruit? is a question one might well expect from anyone unfamiliar with Brogdexing or its benefits. These benefits may be summed up in one short phrase, being the slogan that was adopted for the Brogdex Method when it was first used commercially and which is "Fruit to the consumer in as perfect condition as when it leaves the tree."

As a matter of fact the Brogdex Method benefits everyone who has anything to do with the fruit from the time it is picked until it is eaten.

The grower is assured a minimum of loss through shrinking and rotting, and a maximum price for the fruit because of the sound, firm quality and natural taste of the fruit when it reaches the market, when the Brogdex Method is used.

The packer knows that the fruit will reach the market in first-class condition without shrinkage. This means a good impression among the fruit dealers. He is also saved the expense and inconvenience of pre-cooling where he uses the Brogdex Method of handling his fruit.

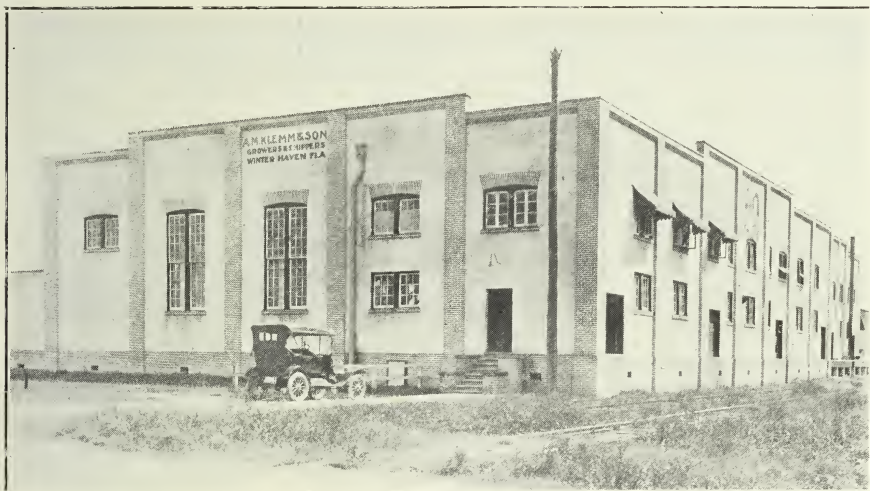
The jobber does not have to ice and may keep Brogdexed fruit through a period of market depression with safety, thus insuring him against severe losses. He is also interested in the better general quality of Brogdexed fruit and the consequent higher prices he may obtain for it.

The retailer finds many advantages in handling Brogdexed fruit. Firm, attractive looking fruit on his stands will sell more readily than flabby, unattractive fruit. He can afford to buy a larger supply of Brogdexed fruit, thereby taking advantage of quantity prices. He will not have to keep fruit on ice and his loss from rotting and shrinking will be very little.

The consumer is naturally interested in purchasing fruit that is firm and pleasing to the eye and which will have the same delicious, fresh taste it had when it left the tree. The consumer also can afford to buy fruit in larger quantities because he need not worry about Brogdexed fruit keeping in good condition for a considerable length of time.

The Brogdex Method was used successfully on thousands of cars of citrus fruit in Florida and California last year and is to be used on millions of boxes of fruit in Florida, California, Porto Rico and other places this year. Every box being shipped will bear the Brogdex label, which will enable the dealer in the market to distinguish it from ordinary fruit.

Packing House of A. M. Klemm and Son Showing New Addition



The new addition to the packing plant of A. M. Klemm & Son of Winter Haven, Fla., was recently completed by the Construction Department of the Brogdex Company.

Modern packing plants have been a specialty of the construction engineers of the Brogdex Company for several years, and some of the finest packing houses in Florida have been built by them.

The Construction Department of the Brogdex Company is amply equipped to take care of any form of fireproof building and will be glad to consult with you if you are interested in erecting packing plants, factories or warehouses, business buildings or residences.

CONSTRUCTION DEPARTMENT

BROGDEX COMPANY

WINTER HAVEN, FLORIDA

PRE-COLORING PLANTS FOR CITRUS FRUITS

We are now prepared to furnish pre-coloring plants for citrus fruits, guaranteed not to injure the fruit in any way whatsoever. There is no fire hazard attached to the use of these plants and they are economical and very effective. For full information write Brogdex Company, Winter Haven, Fla.

CHECK, CLIP AND MAIL TO Brogdex Company Winter Haven, Florida

I am interested in:

- Brogdex Method of handling citrus fruit.
- Packing House Construction.
- Citrus Pre-Coloring Plants.

Name

Address

.....
This will bring you complete and detailed information.



Like the Dew, He Would Settle

"How kind of you," said the girl, "to bring me these lovely flowers. They are so beautiful and fresh. I think there is some dew on them yet."

"Yes," said the young man in great embarrassment, "there is, but I'm going to pay it off tomorrow."—*Staley Journal*.

Had Him Guessing

"I beg your pardon, sir, but what is your name?" the teller politely asked the man presenting a check.

"Name," echoed the indignant customer; "don't you see my signature on the check?"

"I do," answered the teller. "That's what aroused my curiosity."—*Exchange*.

Poor, at That

The tourist from the East had stopped to change tires in a desolate region of the far South.

"I suppose," he remarked to a native onlooker, "that even in these isolated parts the bare necessities of life have risen tremendously in price."

"Yer right, stranger," replied the native, gloomily, "an it ain't worth drinkin' when ye get it."—*Tips*.

Twisted

Bishop Chauncey Brewster said at a dinner in Hartford:

"Across the herring pond, bishops rank with peers. It isn't plain 'bishop'—it's 'my lord bishop' over there."

"An American bishop went to stay with some friends in London. The boy who carried up the shaving water was carefully instructed beforehand in the ceremonious form of address that is de rigueur with bishops. This boy, much awed, duly knocked at the prelate's door.

"Yes? Who's there?" said the bishop, waking.

"It's only the lord, my boy, with the shaving water," a thin little treble voice answered."—*Los Angeles Times*.

Why He Worried

Crewe—Good heavens, how it rains! I feel awfully anxious about my wife. She's gone out without an umbrella.

Drew—Oh, she'll be all right. She'll take shelter in some shop.

Crewe—Exactly. That's what makes me so anxious.

A Little Mistake

"As I was crossing the bridge the other day," said an Irishman, "I met Pat O'Brien. 'O'Brien,' says I, 'how are you?' 'Pretty well, thank you, Brady,' says he. 'Brady,' says I, 'that's not my name.' 'Faith,' says he, 'and mine's not O'Brien.'"

"With that we again looked at each other, an' sure enough it was nayther of us."

Once Upon a Time

Tourist (to guard): "Is the castle open to visitors?"

Guard: "Yes. I shall be glad to show you about, sir."

Tourist: "Thank you, it won't be necessary. I used to be the king here."—*Houston Post*.

One On the Judge

Mr. O'Brien was having heavy going on a slippery pavement in the days before prohibition. He slipped and sat down with force right in front of a judge who happened to know him.

"O'Brien," said the Judge, "sinners stand on slippery ground."

"So I see, Judge," answered O'Brien. "But it's more than I can do."—*Chicago Herald and Examiner*.

Only Had One

The old darky preacher met one of his parishioners who was badly battered from an apparent scrap.

"Sam, don' yo' know what de good book say: Dat if yo' enemy smite yo' on one cheek you gwine to turn to de odder cheek," solemnly admonished the rector.

"Yassir, parsin. I am done cognizant of dat passige in de Bable, but, parson, dis damn nigger hit me in de nose."—*Back-fires*.



Our bull died—waiting to get shot.

Uncle Josh says, "Smiling never hurt anybody, but some folks act like it does."

We have the moonshine still in spite of Volstead.

Some folks live to die; others die to live.

Why worry—you don't have to.



Skinner Packing House News



EVERYTHING FOR THE PACKING HOUSE

- Apple Machinery
- Automatic Box Dumping Machine
- Bags, Picking
- Barrel Heading Press
- Bates Steel Mule
- Bearings
- Bearings, Ball
- Belting
- Belts, Conveyor
- Belt Supplies
- Blowers
- Box Conveyors
- Box Dumping Machines
- Box Elevator
- Box Hatchets
- Box Machines
- Box Material Conveyor
- Box Makers' Bench
- Box-Nailing Machine
- Box, Press
- Brushes
- Cantaloupe Machinery
- Car Movers
- Car Squeeze
- Citrus Machinery
- Clamp Trucks
- Coke Heaters
- Columbia Truck
- Conveyors, Box
- Conveyors, Drip
- Cucumber Machinery
- Crate-Material Elevator
- Drip Conveyor
- Dryers
- Electric Generators
- Electric Motors
- Electric Winding Engine
- Elevating Sprinklers
- Elevators, Platform
- Empty-Box Elevator
- Engines, Gasoline
- Engines, Kerosene
- Engines, Spray
- Fan Ventilating
- Fire Extinguishers
- “Friend” Spray-Gun
- “Friend” Sprayers
- “Friend” Spraying Specialties
- Gang Plank
- Generators
- Grading Belt, Canvas
- Grading Belt, Rollers
- Grapefruit Packs and Sizes
- Hatchets, Box
- Heating Systems for Drying
- Hoes, Scuffle
- Hose, Spray
- Housings
- Hydraulic Barrel Press
- Ladders
- Lighting Generators
- Machinery, Special Manufacture
- Motors
- Miami Trailers
- Morgan Box Machines
- Movers, Car
- Nailing Machines
- Nail Strippers
- Onion Machinery
- Orange Packs and Sizes
- Packing House Plans
- Packing House Pumps
- Packs and Sizes, Oranges and Grapefruit
- Paper Holders
- Parker Box Machine
- Peach Machinery
- Pear Machinery
- Picking Bags
- Picking Ladders
- Plans, Packing House
- Platform Elevator
- Polishers
- Pulleys
- Pumps, Packing House
- Pumps, Spray
- Reels, Strapping
- Repair Parts
- Repairs and Service
- Re-Weighing Machine
- Scales
- Scuffle, Hoes
- Service and Repairs
- Sizers
- Soaking Tank
- Special Bearings
- Special-Made Machinery
- Spray Engines
- Spray Hose
- Spray Outfits
- Spray Pumps
- Spray Guns
- Spray Pumps, Fittings
- Skinner Sprayers
- Sprayers, Tractor
- Sprinkler Elevators
- Sprinklers
- Squeeze, Car
- Strapping Reel
- Sprocket Wheels
- Sprocket Chain
- Tomato Machinery
- Transmissions
- Trailers, Miami
- Trucks, Auto
- Trucks, Clamp
- Trucks, 4-Wheel
- Vegetable Grading Machinery
- Washer Brushes
- Washers
- Weighing Machines
- Winding Engine for Elevators

Check the items in which you are interested in this list. Use the coupon on next page.



SKINNER MACHINERY COMPANY

“Golden Rule”

FRUIT PACKING EQUIPMENT

DUNEDIN, FLORIDA



SAVE TIME---CHECK HERE!

Check the items in which you are interested. Tear off this page and return to the Skinner Machinery Company, Dunedin, Florida.

- Send the Skinner Catalogue. —Be sure my name is on your list.
- Send special literature regarding:
 - Sizers
 - Polishers
 - Coke Heaters
 - Trucks
 - Supplies
 - Dryers
 - Sprayers
- Capacity of our packing plant is cars a day.
(Send floor plans if possible.)
- We have an orchard with trees.
- We grow
(mention fruits grown.)

We are especially interested in:

Send us:

Ship via:

Send the Skinner Packing House News to:

WRITE PLAINLY

Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly. October, 1922.

Postmaster: In case this magazine is not delivered, please return to the Skinner Machinery Co., Dunedin, Fla. Return postage guaranteed.

1c PAID
Dunedin, Florida
Permit No. 1

60

J. W. Lloyd, Editor in
Chief,
University of Ill.
Urban, Ill.



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Skinner

Packing House News

A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests





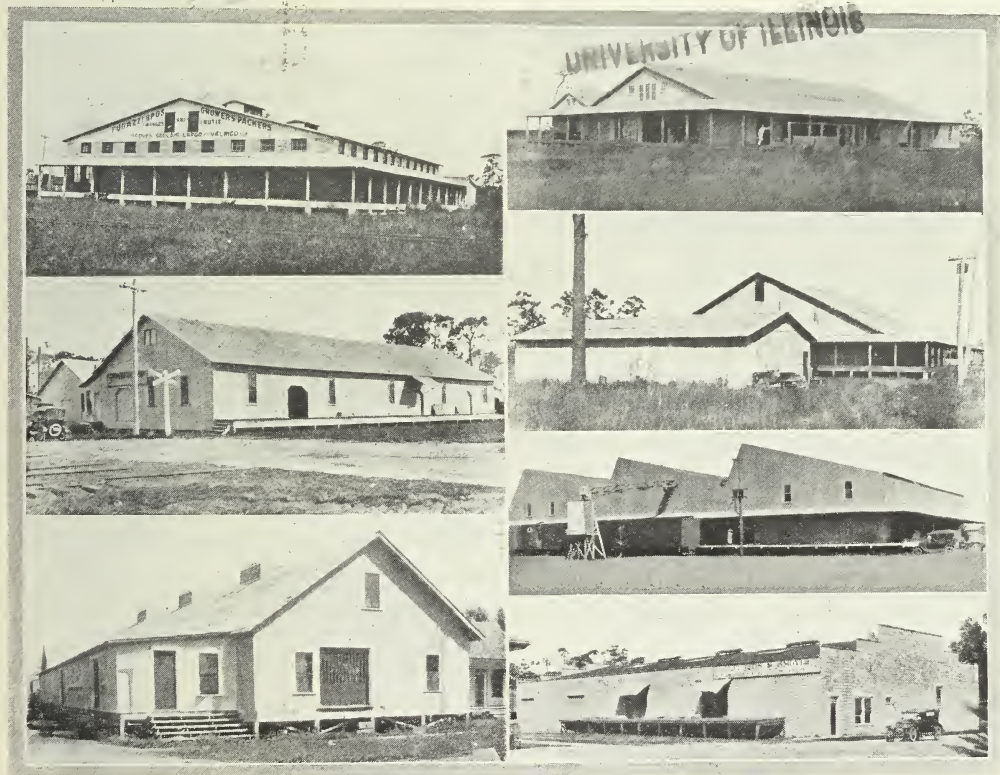
Volume 1

NOVEMBER, 1922

Number 11

THE LIBRARY OF THE

SEP 16 1926



CITRUS PACKING HOUSES OF CLEARWATER, FLORIDA

Left, Top to Bottom: Fugazzi Brothers, Clearwater Citrus Co., Dillard Packing Company. Right, Top to Bottom: Gentile Brothers, Baskin Packing Co., West Coast Fruit Co., Jeffords and Smoyer.



PUBLISHED BY
SKINNER MACHINERY COMPANY
World's Largest Makers of
FRUIT PACKING EQUIPMENT
DUNEDIN, FLORIDA



Skinner Packing House News



A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests.

Published By
SKINNER MACHINERY CO.,

Dunedin, Florida

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CHANGE OF ADDRESS

Change of address should be reported promptly.
Give new and old address.

Volume I NOVEMBER, 1922 Number II

THE APPLE

When William Tell performed his tricks
The apple was in politics.

Sir Isaac Newton dazzled men;

The apple was in science then.

The apple's record, so they say,

Dates back to Adam, by the way.

Abroad its wonders writers bruit;

The apple is a famous fruit.

—Louisville Courier-Journal.

NATIONAL APPLE WEEK

The apple will get much
favorable publicity during
the week beginning October

31, which has been designated as National Apple Week and a considerable impetus should be given as a direct result to the increased consumption of apples throughout the United States. A contest has been arranged whereby cities will contend for silver trophies to be awarded for the best National Apple Day celebrations from the standpoint of their value in increasing demand and popularizing the apple.

To the International Apple Shippers' Association is largely due the credit for the annual observance of Apple Week, and Capt. James Handly of Quincy, Illinois, was the originator of the idea. National Apple Week has been successful in the past and has been productive of much good. It is anticipated that the celebrations will be larger than ever this year and the good results even more widespread. "Plenty of apples at reasonable prices," is the slogan suggested by the Apple Shippers' Association for use during National Apple Week.

The result of the observance of National Apple Week should greatly improve the health of the nation, although the medical fraternity may object, if there is any truth in the saying that an apple a day keeps the doctor away.

ENCOURAGING BUSINESS

Encourage business and business will be encouraging. And this wee bit of philosophy was never so true as when applied to growing and marketing fruits and vegetables. There are so many ways in which the fruit and vegetable produce business may be encouraged and additional profits added for the grower and packer and dealer, or as in many cases, because of the encouragement, a profit instead of a loss obtained.

We continually read news items to the effect that sprayed fruit brought higher prices, and recently on the last line of a story regarding the sale of an orange grove for a huge sum, we read: "... and the trees and fruit had all been sprayed." Certainly an added profit resulted from that spraying.

This issue of the Packing House News carries a news item, telling of higher prices received for well graded fruit sold under a brand which has built a reputation for quality because of careful grading and packing. This means encouraging business. Nothing will help the sale of apples and peaches and oranges and grapefruit so much as careful grading and packing, unless it is careful spraying—and a combination of the two is hard to beat.

The Packing House News is willing and ready at all times to be of any assistance possible to packing house men and horticulturists in connection with any of their problems. Ask for any information you want and we will get it for you or tell you where to obtain it. We have received numerous requests for various items of information recently and have been more than pleased to accommodate our readers.

A REGULAR PRAYER

Lord, let me live like a Regular Man,

With Regular friends and true,

Let me play the game on a Regular plan

And play that way all through;

Let me win or lose with a Regular smile

And never be known to whine,

For that is a "Regular Fellow's" style

And I want to make it mine!

Oh, give me a Regular chance in life,

The same as the rest, I pray,

And give me a Regular girl for a wife,

To help me along the way.

Let us know the lot of humanity,

Regular woes and joys,

And raise a regular family

Of Regular girls and boys!

Let me live to a Regular good old age,

With Regular snow-white hair,

Having done my labor, and earned my wage

And played my game for fair;

And so at last when the people scan

My face on its peaceful bier,

They'll say, "Well, he was a Regular Man!"

And drop a Regular tear!

—(Arthur Unknown)



CROP BLAMED IN FRUIT LOSS

It Is Claimed That 1922 Yield Is
Too Heavy for Handling Facilities

Now that the Michigan fruit season has ended, horticulturists are turning their attention more than ever before to the following question, viz: Why fruits have rotted in western Michigan orchards and why many bushels of a bumper apple crop are not now being marketed? Some of the reasons ascribed for these conditions by the leading fruit growers are:

Lack of proper facilities for storing and preserving fruit.

The failure of Michigan to build up a national appetite for its fruit and a reputation for the production of the best in flavor.

The aversion of the modern housewives to the labors of home canning.

The shortage of glass jars for home use.

The lack of adequate growers gauge upon markets

Remedy Proposed

The remedy lies, as these men see it, in the following needs:

Additional canning factories, an increased number of storage plants and better cellar facilities at apple shipping points.

Exercising of greater care in the grading of all fruits.

An aggressive campaign to increase the demand for Michigan fruits.

A more general co-operation of the growers in marketing.

Pre-cooling stations located most advantageously over the state.

Education—at both ends—of the grower and consumer.

"Fruit has been allowed to rot on the ground in western Michigan because there are not enough canning factories in the state to preserve the large crop of peaches, plums, etc.," said W. P. Hartman, State Director of Markets, in discussing the situation. "Fruit growers themselves can do much by banding in formation of co-operative canneries adequate to care for whatever share of their crop that cannot be profitably marketed through regular channels."

Storage Badly Needed

"We also need increased storage facilities to handle apples at shipping points. Without sufficient cellar space and storage plant space farmers are forced to ship their apples even when the market is unprofitable. I believe Michigan fruit growers might wisely concentrate upon a campaign to increase the demand for their products. And, above all else, they must be prepared at all times to preserve whatever surplus there is—without permitting it to rot either on the ground or on the trees. A Traverse City co-operative organization has the right idea. For example, next year it will make canned apple sauce out of its surplus apples."

By ROBERT J. PARVIN "Plum trees were laden with rotten fruit and the ground was thick with decaying peaches, simply because the growers could not get any kind of a price this year," observes Joseph M. Platt, Fruit Inspector for Kent, Ottawa and Allegan Counties, Mich. "It isn't so bad with the apples although it is bad enough."

Co-operation Seen as an Advantage

"We are making money for our members," declared P. D. Leavenworth, manager for the Grand Rapids Growers' Association, a co-operative organization shipping several carloads of apples daily for its forty members. "Most of the fruit is shipped to points outside the state where we know a market exists." James Nicol, president of the fruit growers' co-operative organization at South Haven, says: "Where standardization is maintained and where the distribution is centralized, as in the South Haven group, conditions have been fairly good." "Peaches and plums were wasted because of the lack of proper marketing co-operation," claims Earl W. Moore, secretary of The Western Michigan Development Bureau. "We have had a wonderful crop this year, and even if it had been properly marketed it would not have been large enough to supply the demand. This trouble is not experienced in California."

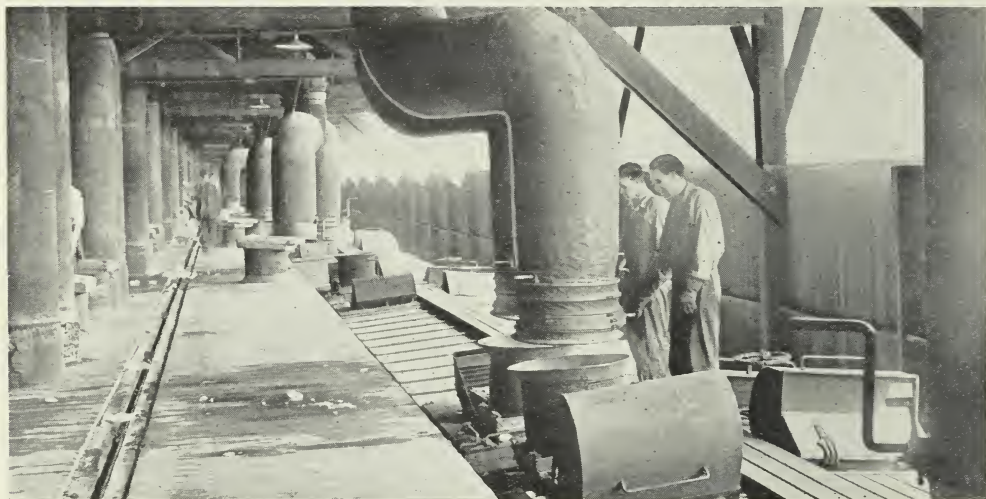
Friday Stresses Marketing

David A. Friday, president of the Michigan Agricultural College, says that until western Michigan fruit interests, through co-operation, perfect the system of marketing, they will continue to suffer losses every year of abnormally large yield, such as they have suffered during the season just past. Nearly every backyard has one or more trees laden with apples, peaches, pears or plums, he points out, and this home supply has simply lessened the demand for the orchardists' bumper crop. The solution lies in providing pre-cooling and cold storage facilities and in shipping in carlots, Professor Friday believes. J. A. Doelle, State Commissioner of Agriculture, contends that inadequate economic machinery for wider distribution, lack of standardization, an abundant crop, high transportation rates, high cost of retailing and lack of a state policy for advertising Michigan fruit are all important elements in the situation. "If the high cost between the producer and the consumer could be reduced, and if the American public could be told about the quality of our fruit by advertising on a large scale, there would be no such thing as over-production of Michigan fruit," he asserts.

PRE-COOLING CITRUS FRUIT

Pre-cooling and icing has become a very important factor in the handling of citrus fruits en route to and in the market, in both California and Florida. The pre-cooling system is used generally in Cal-

eral manager of the California Fruit Growers' Exchange was connected with the pomological investigations of the U. S. Department of Agriculture. While working out the relationship of decay to the hand-



Blowing Cold Air Into Car to Quickly Reduce Temperature of Load

ifornia in shipping fruit during warm periods and a number of the citrus packing houses have pre-cooling plants as part of their equipment. It has been the experience of shippers there that refrigeration

ling of fruit he found that by pre-cooling fruit shortly after it was picked and before it was shipped, the decay losses were materially reduced.

The first two packing houses to put his



Icing Car of Oranges After Fruit Has Been Pre-Cooled in the Car

handled by the packing house is more economical and convenient than railroad refrigeration.

The late G. Harold Powell was the discoverer of the value of pre-cooling citrus fruits. Mr. Powell before he became gen-

ideas into practice were the East Highlands Association near Redlands, California, and the Pomona Fruit Growers' Exchange. The Redlands people erected a steam plant which they later converted into an electrical one, and bought their refrig-

Skinner Packing House News

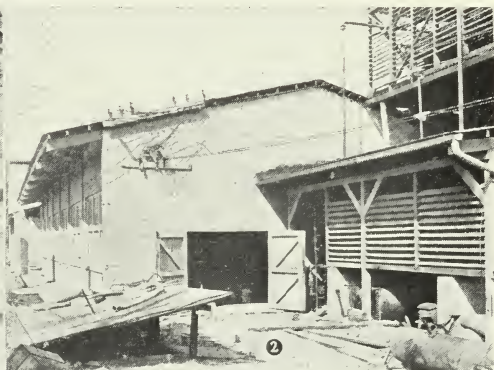
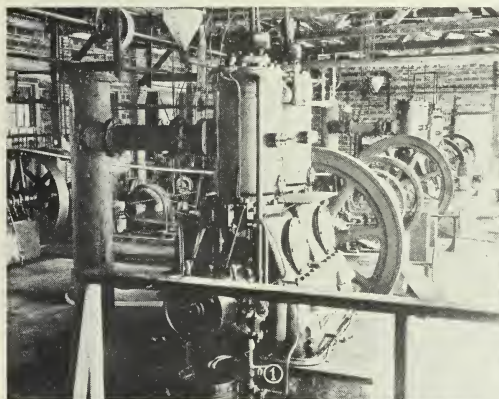
eration from a local ice company. The Pomona Association also bought its refrigeration from an ice company. This was about fifteen years ago.

The Uplands Heights Association at Uplands, California, tried refrigeration by the use of melted ice circulated through the fruit rooms by means of brine coils, but this did not prove a success because of the loss from handling the ice.

In 1915 the LaVerne Orange and Lemon Growers' Association installed the first plant that used electrical energy, which by direct application causes a large saving in costs. In fact, figuring upon a basis of

Andrews, pre-cooling engineer for the Exchange, recently stated that pre-coolers being installed in the Mt. Dora and Kissimmee houses were practically completed and that both houses expected to ship their first car of pre-cooled fruit in the near future. The pre-cooling plants at both of these places have been constructed in record breaking time and the results will be watched with much interest.

Perhaps the most complete pre-cooling plant in Florida and the one that has been longest in use is that of the Florence Citrus Growers' Association at Florence Villa. This plant is complete in every detail and



Pre-Cooling Plant of Florence Villa Citrus Growers' Association, Florence Villa, Fla.
 (1) Engine Room. (2) Exterior Engine House and Condensers. (3) Cooling Rooms and Conveyor System. (4) Loading Platforms.

saving in refrigeration over railroad refrigeration the LaVerne plant has already more than paid for itself.

Among other plants in California besides those mentioned which use the pre-cooling system, all of them being now electrical, are: The San Dimas Association at San Dimas; the Indian Hill Association at North Pomona, and the Santiago Association at Orange.

In Florida several of the citrus packing houses have used the pre-cooling method of keeping fruit in good condition, in the past, with considerable success. These include both Exchange and independent houses. Several additional packing houses of the Florida Citrus Exchange have added pre-cooling plants for this season. Mr. J. W.

has a large capacity. Splendid results have been obtained through pre-cooling methods as used by the Florence Villa house. The accompanying illustrations will give some idea of the extent of this pre-cooling plant.

It is interesting to note in this connection that artificial ice was first manufactured in Florida. A recent news note states: "A statue to Dr. John Gorrie, the inventor—perhaps humanity's greatest benefactor—is Florida's contribution to the Hall of Fame in the national capitol."

The following brief description of a pre-cooling system as used in one packing house, which is typical of most of those in use, with the exception that some houses do not have their own ice plants, will be of interest:



Skinner Packing House News



Installed in a small subterranean room just outside of the ice making plant is a large electric fan or blower which drives a current of air through a network of coils filled with brine. This reduces the moisture content of the air, the moisture congealing on the pipes in the form of frost crystals through the difference in temperature of the room, which is about 30 degrees above and the brine which is 16 degrees, working upon the same prin-

The floors are also marked so that the boxes may be set in straight rows. The temperature of the pre-cooling rooms starts at 33 to 34 degrees above and the fruit is



Pre-Cooling Rooms of the LaVerne Orange Association, LaVerne, Cal.
TOP: Interior of Pre-Cooling Room. BOTTOM: Passage to Pre-Cooling Rooms
Showing Conveyor System and Methods of Handling

ciple as the frost on the window pane of a warm house.

This air is then admitted to the pre-cooling rooms through ventilators. By opening another set of ventilators on the opposite side of the room the air is expelled and circulated back through the blower, which forms a suction. The same air is thus used over and over.

The walls, ceiling and floors of the pre-cooling rooms are lined with slab cork which, on the floors is laid in asphaltum.

continue to be a boon to the citrus industry. Many a car of fruit that otherwise would have rotted, because of warm weather or delays in transit, has been saved for consumption because of pre-cooling.

First Lunch Hound: "Well, old Nicotine, howsa boy? I just had a plate of oxtail soup and feel bully."

Second L. H.: "Nothing to it, old cucumber. I just had a plate of hash and feel like everything."

loaded at about 38 to 40 degrees.

The illustrations on page four show how fruit is pre-cooled in the car and a car then being iced, while those on this page give an idea of how fruit is pre-cooled in storage rooms before being placed in the cars for shipping.

There is no doubt that pre-cooling has been and will

ANOTHER LETTER FROM MICHIGAN

Detroit, Mich., Oct. 20, '22.

Dear tom:

Jest a line to let you no i got them coak heaters for my tomatoes alright but gosh tom i didn't get no chanct to use them on the tomatoes. Well here is how it was. You see the fella from the frait co. brot them to my place while i was to work and ma and my boy cyril gets them open and well to make a long story and a big fuss short we got one in our gest room, one in the bathroom and ma give one to alfreds wife.

You no alfred hes my brotherinlaw. His wife and my wife is sisters and well as far as I can figger alfreds wife was over to our house when them heaters come and ma was saying how thotful i was to get her such swell little stoves and I guess alfs wife she says something about being her wedding anniversary or her great ants burthday or something like that so ma would feel like she auto give her a present and well to make a big fuss and a long story short my tomatoes is going to get frost bit I can see that right enuff.

They sure is swell heaters tom and i guess a cuple of them auto keep a hul orchard warm this winter. I was jest wondering tom how they keep em burning when they got covered up with snow long in janary and february.

Alfred and his wife and there young kid took me and ma and my boy cyril out for a ride sunday in alfs new ford coop and we sure had a swell time. The farmers up here dont seem to wurry about packing there frute or nothing like that cause they jest pile it out side of the road and peeple come along in autos and by it off of them.

Say gosh tom why wasnt you shinning cowtenance in that gang of white collar expurts in the office sexshun of the last news. I guess you didnt want to make none of them feel bad cause youd be so swell lookin by comparysun. Kiding on one side tom that certainly was the swell-est looking gang i seen since joe crabtree was chief of police here and i used to get into the roages galery onct in a while.

Say gosh tom what about them bordexed oranges you was going to send me i was thinking maybe you was keeping em and seeing how long they would last bordexed before you sent them to me. Never mind a bout that tom just send them to me and i can tell you all about how long they last.

Them skinner coak heaters feel pretty good on these frosty mornings tom. ma says she thinks she is going to try to cook a meal of virtuals on em.

My boy cyril he saw that fellow moving that fraight car with that there skinner car mover and he says why dont they put an engine on it. Why dont they tom?

Dont forget them oranges tom cause when it comes to oranges and fried onions you no me

Al.

Authorized Skinner Machinery Dealers for the State of Florida

The concerns listed below are authorized dealers handling Skinner Machinery. They can take care of your orders for grove machinery, trucks, trailers, sprayers and supplies, or give you information regarding prices, specifications, etc.

JENSEN

Jensen Hardware and Machine Co.

VERO

Redstone Lumber and Supply Co.

FORT LAUDERDALE

C. L. Swaggerty (Garage)

TITUSVILLE

Ira Noble (Ford Dealer)

NEW SMYRNA

Hibbard Hardware Company

DELAND

Bauman Brothers (Feed & Supplies)

FORT PIERCE

Russell Supply Company

COCOA

Smith Motor Company

PLANT CITY

Dixie Highway Garage

SEFFNER

Seffner Garage and Supply Company

MANATEE

S. Frank Perkins, Jr. (Auto Dealer)

BRADENTOWN

Baker & Case (Garage)

ELFERS

A. F. Smith (Lumber Dealer)

PUNTA GORDA

A. B. Tucker (Implements)

NOCATEE

A. C. Walker (Garage)

MIAMI

T. H. Monk (I. H. C. Distributor)

TAMPA

J. B. Hardin (Hardware)

CLERMONT

H. J. Boyd

FROSTPROOF

W. A. Duncan

AUBURNDALE

R. C. Allen

KISSIMMEE

Osceola Motor Company

MARIANNA

U. P. Eytchinson

Apple and Peach Packing Machinery

"Makes apples look like a million dollars," writes one user of the Skinner Apple Polisher. Double your profits by polishing, grading and sizing your apples and peaches. The Skinner Apple and Peach Sizer has no equal for efficiency, economy of operation and durability. Send for special literature regarding Apple and Peach Packing Machinery.

SKINNER MACHINERY CO.
BROADWAY, DUNEDIN, FLORIDA



FACTORY NOTES

During the month of September the output of the Plant was the largest in the history of the Company. \$100,000 per month has been set as the production aim and this was exceeded during September by \$14,000. Each member of the organization contributed his share to this record. It is hoped that October will exceed the September record.

* * *

The Skinner Machinery Company is issuing a Catalogue of Citrus Packing Machinery in Spanish. This is to be circulated in Spain and South American countries where citrus fruits are grown.

* * *

Mr. W. T. Reeves is a recent addition to the Skinner Machinery Co. sales force.

* * *

Miss N. A. Cushing, bookkeeper for the Skinner Machinery Co., is spending a well earned vacation at Asheville, N. C. Miss Cushing will return about the fifth of November.

* * *

Additional equipment is to be added to the heating system in the factory this winter. Radiators will be placed throughout the shipping department and additional radiators in other places where they are needed.

* * *

Mr. R. B. Ballard, who has been temporarily in charge of the Skinner Machinery Co. foundry, has left to devote all his time to his tire business in Clearwater. Mr. J. D. Pointer will have charge of the foundry.

FROM CANADA

The Canadian Department of Agriculture estimates this year's crop of apples at 2,537,850 barrels and 2,215,000 boxes. This is divided as follows: British Columbia, the 2,215,000 boxes; Ontario, 285,000 barrels; Quebec, 61,600 barrels; New Brunswick, 41,250 barrels, and Nova Scotia, 1,900,000 barrels.

* * *

Commercial orchards in Okanagan Valley, British Columbia, which are marketing some of their products in the United States, now number 3,300.

Movie Features Grove Heater

The hero invents a smokeless smudge pot which will protect the oranges and still not ruin the ladies' gowns and the wallpaper in the town of Citrona—all this in "Smudge," the latest moving picture starring Charles Ray. There is bitter war between the orange growers and the anti-smudgers. Young Steve Stanton (Charles Ray) has been given a newspaper. His father had been strong for the growers. A girl converts young Stanton to the other side and conflict begins. It ends happily for all by the invention of the smokeless smudge.

Picking Bags

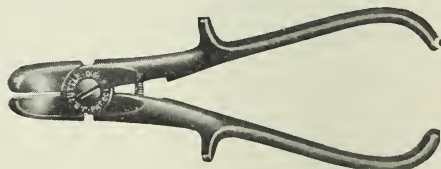


Skinner Packing Bags are made of the very best material obtainable and will last through a number of fruit seasons. They are always ready for service and have given satisfaction wherever used.

Wide supporting strap eases weight on shoulders of picker. The Bag is especially designed for convenience and gentle emptying of fruit into field boxes.

Write for Prices

CLIPPERS



Once you use a Tuttle Orange Clipper you will never want to use any other kind. It fits the hand and the fruit and helps the picker do more careful work.

Order Yours Now!

SKINNER MACHINERY CO.

Broadway, Dunedin, Florida



FLORIDA NEWS

The Albert Carlton citrus packing house at Wauchula was burned during October. A larger and more modern structure is being built to replace it. This will be equipped with modern machinery throughout. The new house will have a capacity of three cars per day with ample room for the installation of another unit of the same size later. The size of the house will be 80 by 120 ft. It will be equipped with individual motor driven machines according to the latest methods.

* * *

The Oberholtzer Packing Company, of Yalaha, are adding to their equipment, installing additional sizer, box conveyor, box press and other equipment.

* * *

The Mary Mac Fruit Company of Titusville are equipping a citrus packing house at that point.

* * *

The Oak Hill Citrus Growers Association recently sold their packing house at New Smyrna and are building an up-to-date plant at Oak Hill.

* * *

The Commerce Fruit Company of Eustis has purchased the packing house of Simmons and Moritz at Florida City and will operate it there this winter.

* * *

It is estimated that 100,000 boxes of citrus fruit will be shipped from Kissimmee this season.

* * *

A pre-coloring room has recently been added to the packing house of the Waverly Citrus Growers' Association at Waverly, Florida.

* * *

The Florence Villa Citrus Growers' Association has added a new combustion house and additional equipment to its pre-coloring plant this season.

* * *

The packing house of the Brooksville Citrus Growers' Association has been enlarged recently, the length being increased by 30 feet. Additional platforms have also been added.

CLEARWATER PACKING HOUSES

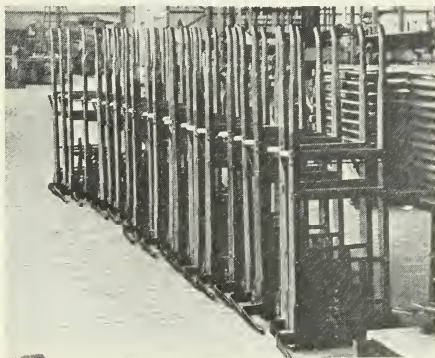
The town of Clearwater, Florida, has seven complete and up-to-the-minute citrus packing houses in its immediate vicinity, as shown in our cover picture this month. These houses have a total combined capacity of between thirty and forty cars a day. It is estimated that over half a million boxes of oranges and grapefruit will be shipped from Clearwater this season.

Back Up

Motorist—"Madame, I am sorry that I killed your dog. May I replace him?"

Spinster—"This is so sudden!"

Clamp Trucks



The picture shows a few Skinner Clamp Trucks ready for shipping. Hundreds of these trucks have been placed in fruit packing houses this year, where they are proving a great source of convenience. They are real labor savers and are made in two practical types: One with long handles, as illustrated, for trucking field boxes and fruit or vegetable crates stacked more than three feet high; the other with short handles for trucking shipping cases and for loading aboard cars.

Write for Further Particulars

HATCHETS



Clark's Box Hatchets are full polished and etched. Forged tool steel of finest quality. Square poll. Oval scored head. Second growth hickory handle.

Nos.	1	2	3
Number of scores.....	13	15	15
Length of blade, inch..	3	3	4
Width of cut, inch....	2 1/8	2 1/8	2 1/8
Wt. dz. with hdle, lbs.	15	17	18

Vegetable Packing Machinery

Vegetables need careful grading and sizing to bring best prices. Get our special catalogue of tomato, cucumber and other vegetable packing machinery.

SKINNER MACHINERY CO.

BROADWAY

DUNEDIN, FLORIDA

UNSYSTEMATIC PACKERS TO BE PENALIZED

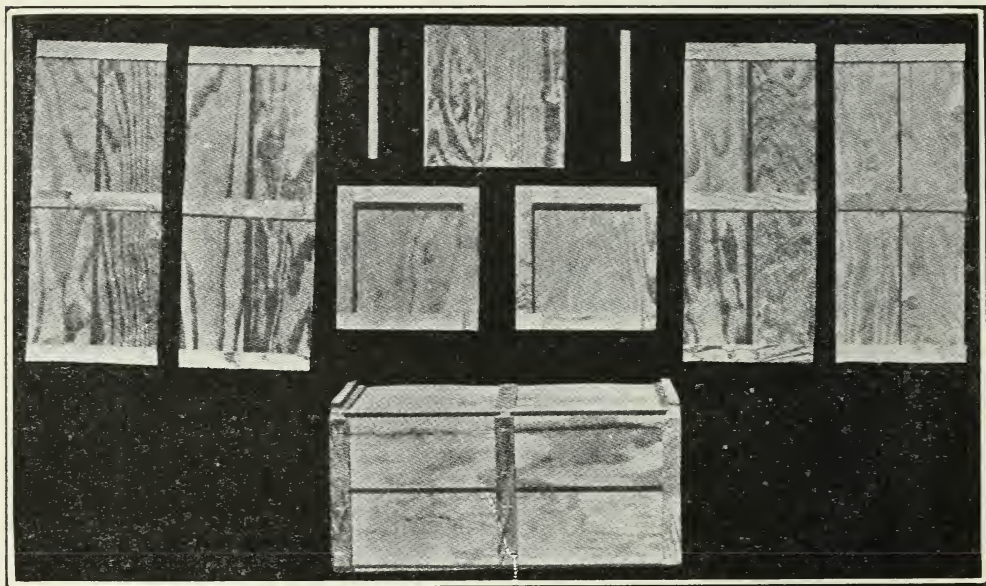
By FOERSTER O. SCHULLY

An admirable example of the importance that is being placed upon the proper packing of fruit is to be found in the proposed change in freight rates now under consideration with the Southern Freight Rate Committee, in Atlanta, Georgia. Such instances are encountered more and more frequently of late. It is self evident that this is an indication that the people of the country are waking up to the fact that the proper packing of fruits and vegetables is not merely desirable but necessary.

For one thing, as an economic measure alone, careful and systematic packing should be insisted upon by every person who comes in contact with the produce—from the grower to the final consumer. An

careful but by penalizing the careless packer. Whether or not the proposed change in rates will get the final stamp of approval depends entirely upon the evidence that is produced at the hearing of the case. But there are worlds and worlds of evidence at hand that bears out the prime necessity of proper packing and it is to be hoped for the good of the industry that the proposal goes through a-humming.

The subject under consideration involves rates on citrus fruit packed in containers which do not conform to specifications of the citrus fruit crate described in Agent J. E. Crosland's tariff on specifications of standard containers for fresh fruit and vegetables originating at various



Citrus Fruit Crate

article which takes several seasons to mature, involving a great expenditure of labor, time and money, is far too valuable to be shipped to the country at large in a manner that encourages damages and, in many cases, total destruction before it has traveled many miles from its producing point.

Our economic system has not yet reached a stage where it is feasible to give a monetary reward to the careful packers—but the proposed change in rates now being considered by the Southern Freight Rate Committee, under its submittal No. 7526, is tantamount to that. This is effected by not actually rewarding the

southern producing points. While the tariff in question, Agent Crosland's I. C. C. No. 10, covers the states of Florida, Georgia, South Carolina, North Carolina and Virginia, the present proposal concerns Florida, alone. If the change is put into effect, there is not the slightest doubt in my mind that the other states will duplicate the movement without loss of time.

It was noted that while certain shippers were enterprising enough to ship their fruit in standard containers, others who were not were responsible for the majority of trouble that arose while the fruit was en route from origin to destination. To correct this condition, the enterprising



Skinner Packing House News



shippers, themselves, initiated the change that would compel their less enterprising competitors to conform with the specifications for the standard citrus fruit crate.

While it is believed that most of the malefactors act with a full knowledge of the law, it is to be hoped that a number are entirely innocent of any conscious violation. For these latter it will be explained what the specifications governing the standard citrus fruit crate involve. Attention is called to the fact that the proposed change is for 120 per cent of the published rates applicable from points in Florida to all destinations on citrus fruit packed in containers conforming to the standard specifications to be paid on shipments packed in containers which do not conform to the specifications of the standard citrus fruit crate, contained in Crosland's I. C. C. 10.

These specifications detail the kind of wood to be used, size of the container, the thickness of the material to be used and the manner in which the crate, as finally offered for shipment, should be protected by strips and hoops. No better guide can be had than the tariff, in question, from which the following is quoted:

CITRUS FRUIT CRATE

Dimensions—12x12x24 inches, inside measurements.

Capacity—3456 cubic inches.

Heads—Three heads not less than 13-16 inch thick made of one or two pieces stapled together or made of head sticks not less than 13-16 inch thick, 1 1-4 in. wide.

Panels—Two end and two center panels made of one piece not less than 3-16 inch thick securely nailed to head sticks with not less than four No. 16 gauge 7-8 inch wire nails top and bottom and not less than three No. 16 gauge 7-8 inch wire nails across the sides (total 14 nails). The veneer may be stapled on with eight double pointed staples 7-8 inch long made from No. 18 gauge wire.

Sides—One or two pieces not less than 3-16 inch thick, 11 1-4 inches wide, if in one piece, not less than 5 1-4 inches wide if in two pieces and 27 inches long.

Top—Same as sides, except when bulge pack is used, to be not less than 27 1-4 inches long and not to exceed 27 3-8 inches and nailed flush with head pieces.

Bottom—Same as sides, except may consist of one to four pieces cleated together.

Cleats—Three hoops of birch, metal or fibre secured at each end and center head, or three cleats of veneer not less than 3-16 inch thick and 1 1-4 inches wide fastened with staples of not less than No. 20 gauge wire driven through veneer and securely clinched, not less than three long or six short staples to

each end and center cleat. Center cleat on top is optional.

Making Up—The top must be fastened around center by a metal, birch or fibre strip not less than 19 inches in length, securely nailed to each side with one 4d cement coated nail. Sides and bottom must be securely nailed at each end and in the center and the top at each end only, with not less than four cement coated 4d nails driven securely through cleats and slats into head pieces.

Wood, veneer or sawed—To be of seasoned pine or gum or wood of equal strength, of sound material, free from injurious knots.

Pack—When the bulge pack is used the bulge above the center head must not exceed 11-4 inches with oranges and 2 1-2 inches with grape fruit.

TANGERINE CRATE

Construction to be as per specifications for the standard size box except that dimensions should be 12x6x24 inches inside measurements.

The above is published on page 16 of Agent Crosland's I. C. C. 10. The cut which is published elsewhere in this article also appears in the tariff under reference.

With the foregoing information, shippers should not go wrong. There is a big difference between the published rate and 120 per cent of the published rate, when competition is taken into consideration. This means that careless packers will be penalized not only 20 per cent of the rate but will lose that trade for which the careful packers are competing. And if that isn't a just reward for the latter—then the economic system is all wrong.

CHINA WILL BENEFIT

K. L. Lung, a student from Southern China, is working for his doctor's degree in rural economics at the Utah Agricultural College at Logan, Utah, from which he graduated last spring as a bachelor of science in horticulture. This summer he studied at the graduate school of tropical agriculture in Riverside, Cal. He specialized in the culture of citrus fruits and the co-operative marketing methods of such organizations as the California Fruit Growers' Exchange and the California Walnut Growers' Association. The section of China from which he comes is largely interested in citrus fruit growing and marketing, and his graduating thesis will be worked out along that line. He hopes to have this thesis bring him the honor of being the first Ph. D. to get a degree from the university in 1924. Before returning to direct the extensive agricultural interests of his family in China he will study in Eastern schools and Italy.



Skinner Packing House News



PACIFIC COAST NEWS

Grape packers of California are to try an experiment in reaching the eastern markets of the United States, which may revolutionize the industry. Recently, they were given permission to use three ships of the Emergency Fleet Corporation for the immediate shipment of large quantities of ripe grapes. Each ship will cost the shippers approximately sixty thousand dollars, for each voyage, and the shippers take all the risks of deterioration, damage or loss of the products.

The cost of shipment by the ships through the Panama canal to the Atlantic seaboard will be approximately twenty dollars a ton, and the shipments will start at once.

The grapes, after being loaded, will be entirely surrounded by a gas pressure, under a new process which is guaranteed to keep the grapes from growing soft or in any way deteriorating on the three-weeks' voyage. The process is also guaranteed, according to the packers' statement to the Shipping Board, to keep the temperature from varying, and thus will insure the condition of the grapes as perfect, on arrival at eastern seaboard points for consumption.

* * *

Orange, California, will have a new citrus packing plant in the near future. The old Harper Fruit Company building on West Champion avenue, has been leased by the Mutual Orange Distributors, and will be operated under that name. R. D. Guthrie, Riverside representative, is to be in charge of the new plant, and is preparing to launch a drive to interest citrus growers of the district in the project. New machinery will be installed soon.

* * *

The Phalanx Company of Pomona, California, of which Harry Jamison is president, has been busy this season harvesting and packing the crop of Kelsey Japanese plums, from its twenty-acre plum orchard in the southeastern part of Pomona. The company has made a name for itself in the shipments of these plums in past seasons, and this year nine carloads, a thousand crates to the car, will be shipped to New York, Philadelphia, Chicago and Baltimore. The plums are packed at the company's packing house in fibre baskets, and crated, each plum being carefully wrapped in paper to insure protection.

* * *

Preparations for picking and packing pomegranates are under way at several of the packing houses in the vicinity of Porterville, California. Pomegranates are ripening fast, and will be ready for shipment this month. Yield is reported to be somewhat below normal, but the large size of the fruit is expected to compensate for this difference, so that the same number of boxes will be packed this season.

The entire packing-house district of Redlands, California, was threatened by fire, recently, when the big citrus fruit packing-house of Paine & Cornwall burned to the ground. The house was also used as a storage place for fumigation outfits owned by the company, and explosions of materials used in fumigating, added to the intensity of the fire.

It was caused by oil stoves exploding in the sweat-room, it is believed. The room had several boxes of lemons in it, and color was being sweated into the fruit with the oil stoves. * * *

A new concrete fruit packing house to cost approximately \$40,000 is to be built by Law Brothers at Loomis, California.

* * *

The Acme Orchard Company of the Mt. Brook district, Washington, is building an 116 ft. addition to its apple packing plant.

* * *

The Millwood apple packing plant of the Associated Fruit Company of Opportunity, Washington, has been purchased by the Spokane Valley Growers' Union of Opportunity, and is now being remodeled into a modern packing plant for use this season.

* * *

The cold storage plant of the Yakima Fruit Growers' Association at Kennewick, Washington, has been completed. At their recent opening 1,500 citizens of that city were guests.

* * *

The new packing plant of the Oregon Growers' Co-operative Association at Grants Pass, Oregon, was put into use with the daily shipment of two cars of Bartlett pears to the California and Salem, Oregon, canneries. The new building cost \$10,000 to erect and is reported to be one of the most modern in the state. The structure is 54x120 feet.

* * *

Wages for orchard labor in Eastern Washington are rather unsettled. Apple packers are being hired at the going wage, which seems to be anything agreed upon between the packer and employer. Peach packers are getting 3 cents a box. Packers and sorters are needed in the Wenatchee Valley, the demand exceeding the supply of workers.

* * *

Orchardists of the West Okanogan Valley, Washington, heeding the complaint often heard in Seattle that "all the best Washington apples go East and never come to that market," are packing a quantity of their finest apples for the holiday trade in their own state.

* * *

Everett Fruit Products Company of Everett, Washington, has been given a contract by the Navy Department for 11,000 cases of pears to be delivered to the Mare Island Naval Training Station. This means that the entire pear pack of the Everett plant has been sold.

PLAY SAFE: Protect your fruit and trees with

Skinner Coke Heaters

LOW COST--POSITIVE PROTECTION



Lighting Coke Heaters in Orange Grove

FACTS--NOT GUESSES

Skinner Coke Heaters are NOT an experiment.

They **HAVE** proven effective in the protection of citrus groves during a freeze.

They **ARE** the least expensive heater in the market today.

They **WILL** cost you about one-third as much as the ordinary oil heater to burn.

They **ARE**, all things taken into consideration, the most effective and the most economical heater for frost protection in a citrus grove, obtainable.

Thousands of Skinner Coke Heaters are being placed in Florida groves this winter. One grower who recently purchased a large quantity of Skinner Coke Heaters, said, "After viewing the demonstrations of several makes of heaters I am convinced that there is no comparison between the effectiveness of the Skinner Coke Heater and other heaters." Another grower wrote during October that he was sure of the value of Skinner Coke Heaters but that he had no use for them now because his grove was frozen in 1917. Don't be like this grower, but protect your grove before a freeze comes along. Ask for a demonstration in your grove or for further particulars regarding the Skinner Coke Heater.

Skinner Machinery Company

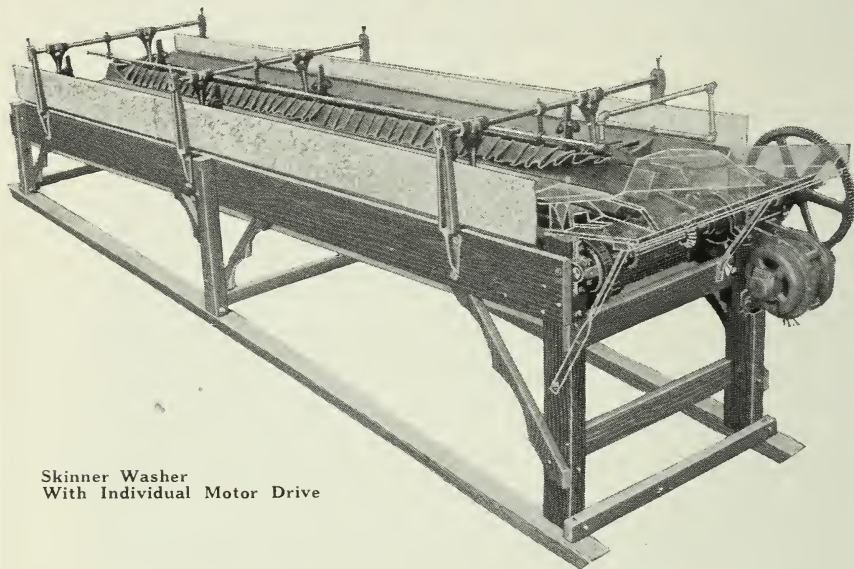
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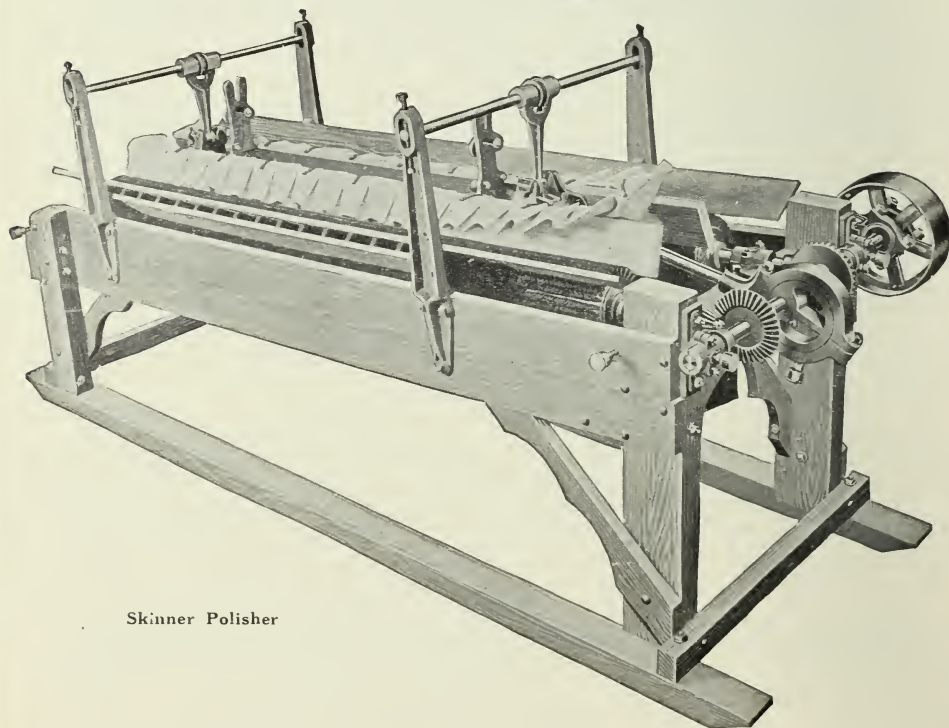
FLORIDA



SKINNER CITRUS PA



Skinner Washer
With Individual Motor Drive



Skinner Polisher

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PACKING MACHINERY

ORDER NOW
FOR CHRISTMAS DELIVERY

Due to the enormous demand for Skinner Machinery this year, a number of Florida citrus packing houses to obtain all the equipment they desired previous to the opening of the packing season and they may to the suggestion that they order additional machinery to be installed during the Christmas lull, approximately December 20, and machinery could be installed from December 20 to January 5, while there is still a little demand for citrus fruit. Orders placed now can be shipped and stored in the packing house awaiting installation when the convenient time arrives.

Some houses do not have sufficient sizing equipment, or possibly would like to have larger polishers than they have at the present time. Some houses should have more grades than they are making. Other houses are using canvas grading belts and would like to change to the roller grading belt. Still other houses may be doing satisfactory work from their dryer and may desire to install larger capacity fans to increase the capacity of the dryer. Some houses now using engine drive may wish to change to individual electric motor drive.

The reason why it may pay packing house men to order what additional equipment they need now is that the probability there will be an advance in prices beginning with the New Year. We are daily getting notices of advances in prices and increases in prices of materials of all kinds such as coal, pig iron, steel, transmission belts, and indications are that prices of cotton and rubber belting will advance shortly. All this leads to the conclusion that prices on fruit packing machinery will have to be increased soon.

SKINNER WASHER

Fruit Washing Machines are too well known by packers to need description here. They have numerous exclusive features, proportions, and are supplied in various capacities.

INDIVIDUAL MOTOR

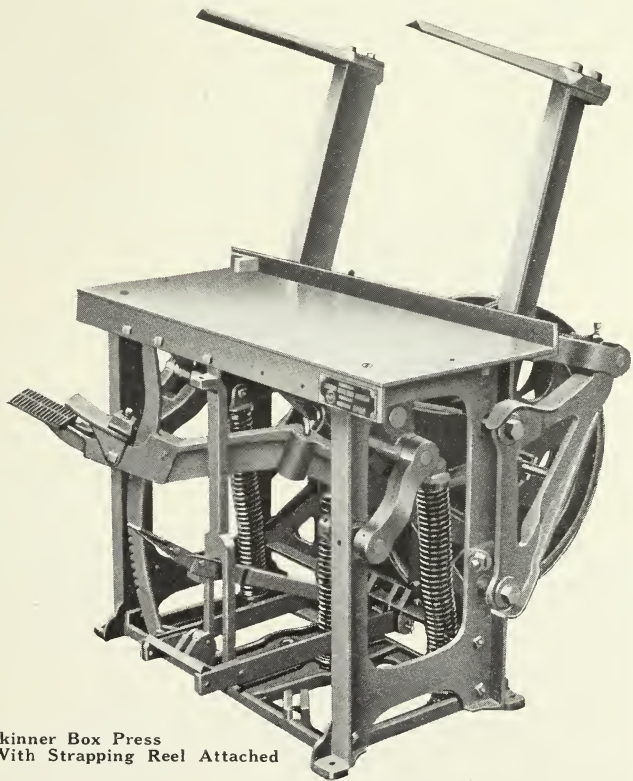
Electric motors can be furnished on Skinner polishers, and grading machinery. Numerous advantages in using the individual motor on various items of machinery are set forth in our packing unit. These advantages are set forth in a special catalogue section which we will send to anyone interested.

SKINNER POLISHER

The Skinner Polisher means a more efficient and consequent better prices in the market. The polishing rolls are fitted with the best of best grade horsehair, carefully selected by our own brush factory by skilful and experienced brush makers.

SKINNER BOX PRESS

The illustration to the right shows the Skinner Box Press with Strapping Reel Attached—arrangement that will mean more efficient strapping of boxes. The strapping reel is partly under the box press and is designed to take up as little room as possible. It has a self centering device for the strapping which is adjustable to any size. A hand brake controls the strapping feed. See special catalogue section of the Skinner Box Press with Strapping Reel Attached.



Skinner Box Press
With Strapping Reel Attached

For all orders or inquiries to

Skinner Machinery Co.

Dunedin

Florida

The M. O. D.

By JOHN B. WALLACE

The Mutual Orange Distributors or M. O. D., as it is called, is the largest independent marketing organization for citrus fruits in California. It is conducted upon

The M. O. D. is run on somewhat similar lines as the California Fruit Growers Exchange with some difference as to its methods of handling, packing and selling



a non-profit, co-operative basis by about 2500 growers with its headquarters in Redlands, Calif., where it was organized in 1906.

It is composed of a series of local associations or packing houses about forty in number, scattered throughout the citrus districts of the state. Where the California Fruit Growers Exchange handles approximately seventy-three per cent of the total crop the Mutual Orange Distributors handles fifteen per cent of the total, the remainder being scattered among various other independent associations and individual packers.

costs. Like the larger organization it has a sales department, a traffic department, packing house inspection department and a supply department whereby the members buy their supplies at wholesale costs.

It claims two advantages over the exchange in that, first, it is large enough to command all data concerning marketing conditions, yet small enough to give its personal attention to every car of fruit shipped until it is sold at the highest obtainable market price; second, that it has a sales organization second to none with representatives in every market of note in the United States and Canada.





Skinner Packing House News



By entering into arrangements with distributors of other products it is able to avail itself of the services of sales agents at a much lower cost than if it alone had to pay the salaries of these men throughout the year.

The leading M. O. D. brands are fancy, Sunflower and Poppy; choice, Golden Rod and Pansy.

The publicity department of the M. O. D. publishes a very attractive monthly magazine called *Citrus Leaves*, of which Bruce McDaniel is editor. This publication keeps the growers informed of all matters pertaining to the citrus industry besides giving many personal sketches of the activities of the various members.

One of the most progressive and up to date houses belonging to the M. O. D. is that of the Anaheim Co-Operative Orange Association shown in the illustrations.

This Association, located in the heart of one of the best Valencia districts in the state, has two packing houses, one at Anaheim proper and the other, a new house shown in the picture, at West Anaheim.

The old house has a capacity of four cars daily and the new one, besides having

a ten hour capacity of six cars, can be enlarged with but little expense to a ten-car house.

Both houses are equipped with the most modern type of machinery and each employs about thirty-five inside workers during the season. The office is maintained at the West Anaheim house and is equipped with up to date fixtures including a big fire proof vault for the preservation of records.

The growers own their buildings free from encumbrance, having paid for them out of the fruit at the rate of ten cents a packed box. This money goes into a revolving fund and at the end of three years is returned to the growers.

Mr. J. H. Ritchie, the general manager of the association, is a man of practical experience, having worked his way to the position he fills from the bottom. He has been foreman and book keeper in packing houses for years and knows the game thoroughly. He is ably seconded by his assistant Mr. Edw. Mills, and his packing-house foremen, Mr. George R. Schee and Mr. Wm. McCann, all of whom are fruit men of long experience.

Skinner Hydraulic Barrel Heading Press

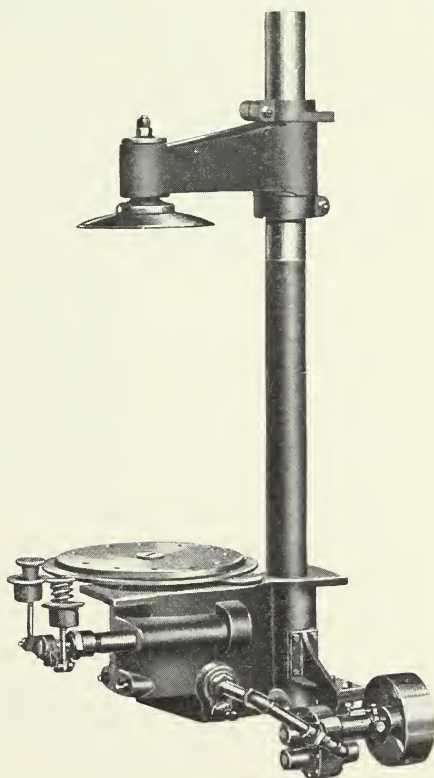
*Built for
Convenience of Operation*

If you pack apples in barrels you need a Skinner Hydraulic Barrel Heading Press to make your equipment completely efficient. An ordinary man can handle it. The Skinner Press does not require a Hercules or two or three men, as is the case with less up-to-date presses.

The Skinner Barrel Heading Press is shown here arranged for belt drive. It can also be furnished with individual motor attached. This press has many advantages which should be carefully considered by anyone who has a use for a barrel heading press.

Send for Special Literature

Skinner Machinery Company
Broadway, Dunedin, Florida





PEACHES? ASK ROMEO

By T. A. K.

The poet Shakespeare tells us in no uncertain language that when it comes to having a fine eye for peaches Romeo was the undisputed champion of that sword-carrying, balloon trousered age. For forsooth did he not pick the fair peach, Juliette? So great has become the fame of Romeo and his name has become so closely allied to the peach industry of south-eastern Michigan that people now go to Romeo when they want the ultra in peaches.

Forty-five thousand bushels of peaches sold in six weeks and not one bushel shipped by rail was the extraordinary record established by the Mountain View Orchards of Romeo, Mich., this year. Located forty miles straight north of Detroit, on good gravel and concrete roads, the whole output of the orchard was sold within a fifty-mile radius. The most astonishing part of the whole selling season was that 65 per cent of all the peaches sold were handled right over the retail counter and carried away in the automobiles of the buyers. The remaining 35 per cent were delivered by means of motor trucks to the towns within a fifty-mile radius, where various retailers sold them direct to the consumer.

Before the peach season started advertisements were run in the local newspapers of practically every town or city of consequence within the radius of fifty miles. People were invited to make the pleasant drive to Romeo, over excellent roads, and buy their peaches right off the trees. So strong was this appeal that on Sundays and holidays the yard, driveway, and even the main highway were packed with automobiles of every de-

scription. The whole scene resembled a world's series baseball game rather than a peaceful packing house selling peaches direct from the tree to the consumer.

The lure of the open road, with Mountain View Peaches, tree-matured, with exquisite flavor, as a goal brought many a Detroit to Romeo. There is no doubt but what the advertised good roads and the pleasant scenery had considerable to do with

it, for the price per bushel at Romeo was practically the same as the peaches were sold for in Detroit. At times the demand was so great that an army of pickers could not keep up with it and numbered tickets were handed out to waiting

buyers, much after the manner of the local barber shop on a busy Saturday night.

The peaches were sold in only three ways: (1) Over the retail counter; (2) To retail trucks which came out and bought peaches and then sold them wherever they could find a market; and (3) Shipped by their own trucks to the nearby towns. Each truck made three trips to Detroit each day. The larger trucks carried one hundred and

fifty bushels each trip in specially constructed bodies. During the entire season the trucks were running day and night and covered the entire area within the fifty-mile radius.

One Sunday over fifteen hundred bushels of peaches were sold over the retail counter alone. A self-serve arrangement



(1) Apple and Peach Packing House of Mountain View Orchard, Romeo, Mich. (2) One of Trucks Used in Hauling Fruit. (3) Retail Sales Rooms. Serve Self. (4) View in Mountain View Orchards.



was worked out to accommodate the crowds. Each buyer selected his bushel, paid for it and carried it away to his car. There was a separate windfall department, and over five hundred bushels of windfalls were sold in one day. For the entire six weeks there were no surplus peaches left over and the entire stock was cleaned out each night.

The Mountain View Orchards comprise two hundred and ten acres, of which one hundred and eighty acres are old trees and twenty-five acres are young trees. The 45,000 bushel yield of this year was approximately three times the yield of last year.

STANDARD PACK IN DEMONSTRATION PACKING PLANT SHOWS ITS VALUE

The fruit growers of all West Virginia and particularly those in and around the famous "Apple Pie Ridge" section of the eastern panhandle of the State have never received such convincing proof of the value of the standard pack as this year, and of the effective work being done by the Inwood Demonstration Packing Plant, in Berkeley County. The work of this plant in conjunction with the Inwood Fruit Growers Club is the best example of co-operation in the fruit business that West Virginia has ever had. The fruit club in that section has greatly exceeded the early estimates and the market has ordinarily been so poor that many of the growers could not sell their fruit at any price. The canning plants offered \$1.00 per hundred

weight for hand picked orchard run apples at the opening of the season but the price dropped to 75c, and usually there was no demand for the orchard packed stuff at all.

But the "Johnny Applesseed" apples, which is the brand put out through the Inwood Packing Plant, has sold freely at \$2.75 per barrel for 2 1-2 inch and up on Ben Davis, \$3.00 for the same size Yorks, \$3.50 to \$3.75 for 2 3-4 inch Yorks and \$4.50 for Staymans. The "Johnny Applesseed" Brand has sold three weeks ahead of delivery. Most of these grades have been exports.

One fruit grower near Inwood competed against the "Johnny Applesseed" apples on the New York market and found that his Greenings, most of which were orchard packed, brought him a considerably lower price than those from the Inwood plant. He promptly secured permission to run his apples through the Inwood plant and put them out under the "Johnny Applesseed" brand. A number of other growers likewise have applied for membership in the Inwood Fruit Growers for the same reason. The superintendent of the plant, H. W. Prettyman, believes that next year will find it a problem to meet the demands for the plant's services, unless it is enlarged. The work of the plant this season has been almost continuous, an average of 275 barrels per day being maintained.

This season instead of the West Virginia grades the "proposed grades of the United States Department of Agriculture, Bureau of Markets," are being used, apparently with general satisfaction.

LADDERS

The choice of good ladders for your picking crew or for grove work rests with you. Skinner Ladders have sustained a reputation through a number of years for their careful construction and lasting qualities. Skinner Fruit Picking Ladders are light and strong. They are well made of selected cypress wood. The rungs are made of fine grade pine. Ladders are furnished from 12 to 40 feet in length and are priced by the foot.

Write for Prices

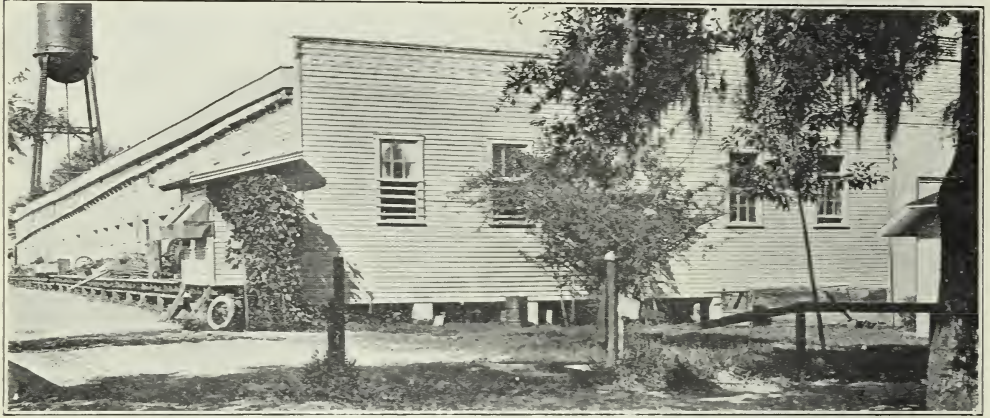
Skinner Machine Co.

Broadway, Dunedin, Florida





PACKING HOUSE OF FLORENCE VILLA C. G. A.



One of the most completely equipped citrus packing houses in Florida is that of the Florence Villa Citrus Growers' Association, at Florence Villa, Florida. Over half a million boxes of citrus fruit were shipped out of this house during one season. The packing equipment contains every facility for the efficient and speedy handling of fruit for shipment, including one of the most complete pre-cooling plants in the state, and up-to-date pre-coloring rooms. Mr. C. C. Commander is the association manager. The brands packed are: Florence, Gondola, Cat and Duke.

NUTS and BOLTS

Fragments of Humor Gathered Around the Skinner Factory.

By PHUN. E. BOHUN

A New Way to Commit Suicide

One of the members of the Skinner Machinery Company office force decided during October to bring to a close his worldly troubles by committing suicide. He started over to the drug store to invest in some good poison and on the way met Mr. G. P. Webb, the Skinner Machinery Company timekeeper, to whom he confided his intention in going to the drug store. Mr. Webb said: "Man, don't die that way. If you really want to commit suicide just get between one of the factory employees and the time clock when the 5 o'clock whistle blows."

* * *

Encouraging

Mr. B. C. Skinner, general manager of the Skinner Machinery Company, was trying to put through a rush order for a washing machine one day recently and went out to the assembly department where a man was supposed to be putting the finishing touches on the machine before crating it for shipment. Mr. Skinner expected that the machine would be finished within an hour. He asked the man, "When do you think you will be through with it?" "Dunno, pardner," he replied, "sometime tomorrow or next day."

Effective

The chief of the Photographic Department experienced considerable trouble during October in keeping some of the employees out of his darkroom. He had a little sign on the door which read: "WORKING INSIDE. KEEP OUT." Some joker came along one day and crossed out the three last letters in the first word, and since then none but the camera man has ventured inside the darkroom.

* * *

Only Stock

Mr. N. Peterson, who bosses the shipping department, was superintending the building of what looked suspiciously like cow pens or stalls one day last month, in one of the storerooms. The factory wag happening along asked: "Going to keep cows or horses in there?" "Nope," replied Peterson, "only stock."

* * *

Impending Massacre of Mr. Allen

We'll say he was mad. Madder than the proverbial hatter or the wet hen. In fact so angry was he that he reminded us all at once of two stories: One, of the ducky's description of the appearance of the young man who was riding home during a pitch-

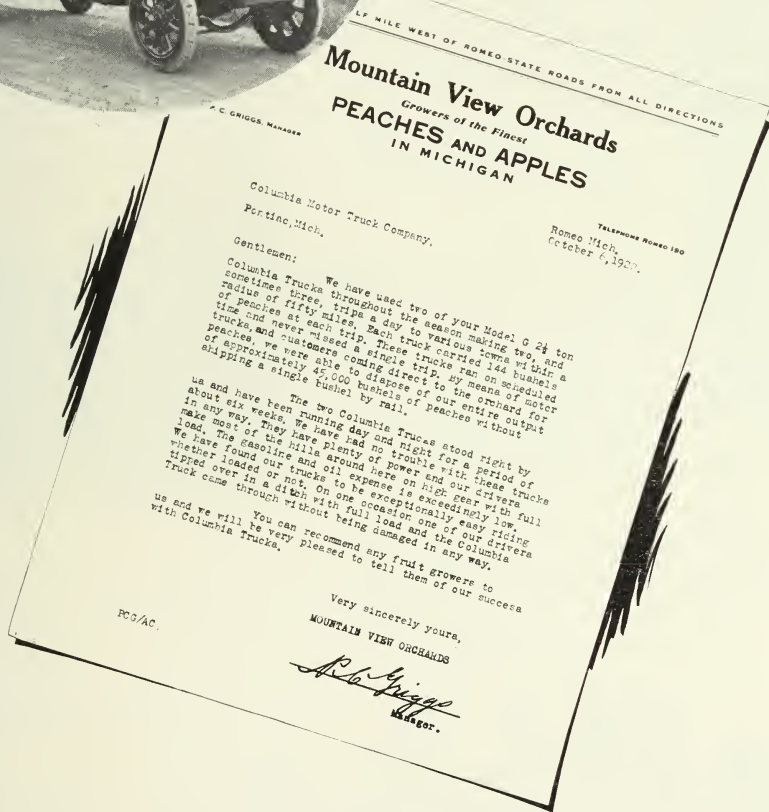
(Continued on Page 23)



COLUMBIA TRUCKS



BUILT TO BACK
A REAL GUARANTEE



The two and one-half ton Columbia Truck is particularly well adapted to grove and packing house hauling needs. It will not balk at deep sand or heavy duty. It has unusual power and contains standard equipment. After a long and varied experience with trucks we confidently recommend the Columbia to our customers as a thoroughly dependable truck for all purposes.

Write for Illustrated Catalogue

Skinner Machinery Company

BROADWAY, DUNEDIN, FLORIDA



THE MACHINE SHOP

Being the Fourth of a Series of Articles Regarding the Skinner Machinery Company, Factory and Organization

By A. M.

MACK says, and of course he ought to know because he runs the place, that the less we write about the machine shop the better—presumably for us. So we



D. R. McKUNE
Foreman

tried to fill this page with pictures but unfortunately the engraver thought we were trying to cover the broadside of a barn with a cut of the complete machine shop, or else read feet instead of inches, in our letter of instructions, and as a result one cut is too large to put on this or any other page and we are forced to write something, in spite of what may happen to us as a consequence thereof.

We get splendid reports of the machine shop and the efficiency of its workers. Somebody told us that Mack was a regular demon for work and that all that is necessary in order to get results from the machine shop is to pile work in front of him and from that point on his entire life is devoted to getting it behind him.

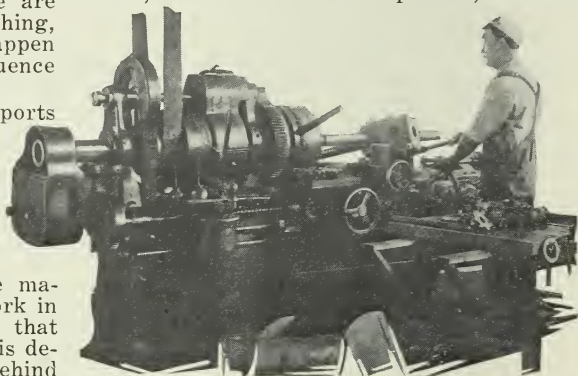
D. R. McKune has been with the Skinner Machinery Company for six years. He is six feet several inches tall, weighs two hundred and some odd pounds, is married, has two children and owns a Dodge car. His favorite pastime during moments be-

tween work is to bend three-quarter inch cold rolled steel bars double.

The machine shop is located in the main factory building and occupies a floor space of about 75 by 75 feet. There is a forge shop adjacent, outside the building and somewhat away from it.

This department does the machining of all castings coming from the foundry. All metal parts are made up in the machine shop as well as the assembling of machines made largely of metal parts.

The equipment comprises: Gisholt semi-automatic turret lathe and a large ten-foot standard lathe with turret attachment; three standard drill presses, two of



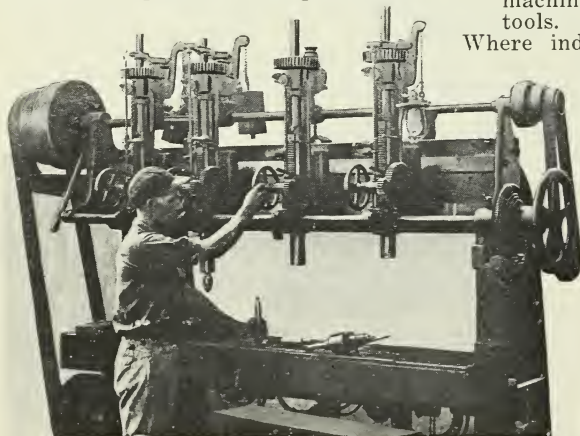
Gisholt Turret Lathe and W. M. Myers

them with individual drive, and one four spindle drill press with individual motor drive; punch and shear machines; emery wheels; hack saw machines; rivet spinning machines; milling machines and pneumatic tools.

Where individual motor drives are used they are multispeed motors, giving a ready control to the speed of the machines.

The machine shop has been working to capacity during the past several months and has been largely instrumental in keeping up the increased factory production of citrus packing machinery during this period. Every worker in the shop has contributed his share to the extra effort required to keep up with this additional demand.

Having written as little as we could and still show our readers what a really efficient place the machine shop is, we will leave it to Mack as to whether we write about the Sales Department next month or not.



Four Spindle Gang Drill and W. O. Tomes



Skinner Packing House News



NUTS and BOLTS

(Continued from Page 20)

black night on horseback, immediately after having taken a Seidlitz powder in two parts; and the other of Uncle Josh when he came out winner of the shine drinking contest.

At first we got an idea that he was smitten with hydrophobia. Fire flashed from his eyes and he stamped with both feet. His face grew redder than the garden variety of beet and we were aware that some sort of an explosion was imminent.

Then it came.

First of all though, we should mention that all the foregoing concerns Mr. D. A. Whitaker, assistant manager and factory superintendent of the Skinner Machinery Co., and it happened in the latter part of October of the current year.

When Mr. Whitaker had calmed down sufficiently to be able to speak he said: "That man R. C. Allen, who sells spraying machinery for the Skinner Machiney Co., after raving about fishing for two long years, made an engagement with me to go fishing today and failed to show up. Sufferin' Sardines Whiskers! but if I ever catch him—". Here followed threats so terrible they cannot be printed in English.

We dunno what made him feel this way over missing a little fishing trip. Must be some mysterious fascination about fishing that the uninitiated cannot fathom.

As we backed away, for fear that Mr. Whitaker might vent some of his wrath on us, we ventured: "What kind of death are you going to visit on Mr. Allen when he shows up?"

"Dunno," he exploded, "but he'll feel as though he was in the midst of a gang of wild Turks, with a cap pistol and no ammunition, when I connect up with him."

* * *

Hold-Ups

We asked Mr. Mewborn, the Skinner Machinery Co. accountant, why a mail carrier was called a postman, and he said he didn't know, unless it was because he held up the mail.

Calhoun County, Illinois, to Have Railroad

Calhoun County, probably the largest apple-growing county in Illinois, is to have a railroad. It is the only county in that state without one. Development of the fruit industry has been handicapped by the fact that all shipment has had to be made by steamers on the Illinois river or overland. A writer who went from Peoria to St. Louis on the steamer the middle of October said: "—and so on the last miles of the river the captain turned his back on the stacked barrels of apples . . . and white flags were waved in vain to induce the Golden Eagle to nose shoreward." Thirteen hundred barrels already aboard and livestock filled the packet.

CHICAGO ITEMS

An experienced Chicago cold storage warehouseman is reported to be contemplating erecting a cold storage warehouse at Benton Harbor, Mich., the heart of a peach, pear, plum and grape growing district.

* * *

Selling of fruit and vegetables at fire and police stations has been asked by the City High Cost of Living Committee in Chicago.

* * *

An unexpected heat wave the latter part of September caught Chicago with only seven cars of lemons in cold storage. Daily arrivals were insufficient and the fruit re-tailed as high as \$1 a dozen.

"My father weighed only four pounds when he was born."

"Great heavens! Did he live?"

THE PHOTOSTAT AND THE ENGINEER

Laying out a subdivision brings to the Engineer, not only the problem of accurate field notes and maps, but also the task of duplicating these maps, either to scale or reduced to a scale more convenient to the concern selling the property. The Photostat offers an easy solution to the latter problem. The time and money spent in making the map is considerable and the Photostat gives a duplicate that is in keeping with the exacting care the original demands. Not only in a particular case of this kind is Photostat duplication an invaluable aid. The field is wide. Almost any problem of reduction or enlargement can be handled in a highly satisfactory manner. The space saved in reducing large maps for permanent record and filing, more than justifies the cost of the Photostatic work. The same features that pertain to the Civil Engineer make this method just as valuable to the Mechanical Engineer.

We make Photostatic duplications. Prices are reasonable.

Our Photostat Department is at your service. For further information write: Photostat Department, Skinner Machinery Company, Dunedin, Florida.

Wyandotte
Sanitary
Cleaner and Cleanser

For use in washing oranges and grapefruit. The Wyandotte Cleanser makes cleaner fruit and gives it a brighter color. It also lessens the cost of washing. For further particulars write

SKINNER MACHINERY CO.

Broadway, Dunedin, Florida

BROGDEX REVIEW

"Fruit to the consumer in as perfect condition as when 't leaves the tree"

PRE-COLORING PLANTS

With the interest that has been taken this season in pre-coloring citrus fruit it is interesting to note that early shipments of pre-colored fruit from Florida have reached the market in good condition and in several instances it has been noted that pre-colored fruit brought an increase in price per box of from 50 cents to \$1.00 over fruit which was not pre-colored.

The Brogdex Company has developed a fool-proof method of pre-coloring for citrus fruit and is prepared to install pre-coloring plants in packing houses wherever they may be needed. Mr. Albert Haworth of the Brogdex Company during 1922 has made an exhaustive study of pre-coloring methods in both California and Florida and has evolved a system which has many advantages over methods that have been used heretofore. With the Brogdex Company pre-coloring system the packer has the assurance that there will be no injury to the fruit and that the fruit will not lose its button. The Brogdex Company pre-

coloring plant has several worth while improvements over the method more widely in use and these improvements will be covered by patents, applications for which are now pending.

NEWS NOTES

Mr. E. M. Brogden, president of the Brogdex Company, returned to Winter Haven, Fla., during October and will spend several weeks in this state before returning to California.

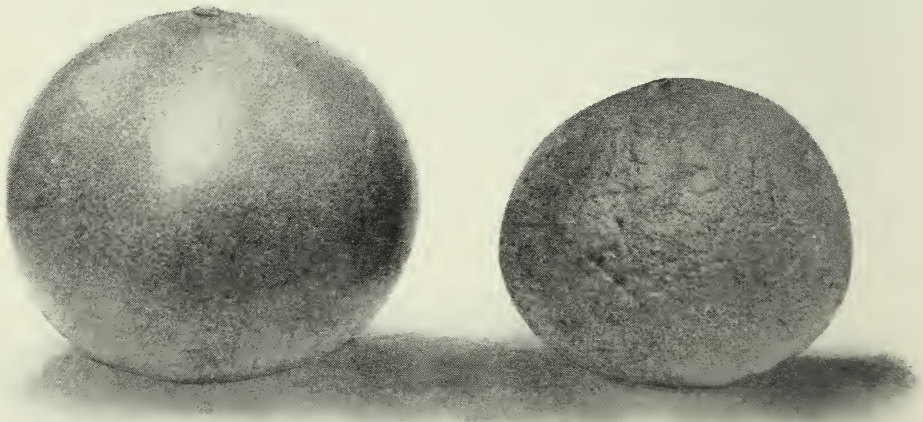
* * *

Mr. W. M. Hampton, secretary of the Brogdex Company, has returned to Winter Haven after several months spent on the Pacific Coast. In all probability Mr. Hampton will return to California sometime soon.

* * *

Mr. G. C. Foster is installing Brogdex equipment in packing houses for the Southern Cross Fruit Company of San Juan, Porto Rico.

WHICH OF THESE FRUITS WOULD YOU CHOOSE IF YOU WERE BUYING GRAPEFRUIT FROM A STAND?



For the benefit of any reader of the Brogdex Review who may not be familiar with the result of the Brogdex Method we are reproducing herewith a picture of Brogdexed and un-Brogdexed grapefruit taken from the January issue.

This photograph is of two Florida grapefruit of the same size, picked at the same time from the same tree. The one at the left was handled by the Brogdex Method. The one at the right was not. The one at the right represents the ordinary grapefruit of commerce after it has been a certain length of time off the tree.

This photograph was taken on October 20, 1921, twenty-eight days after these two fruit were picked. They were kept together under precisely the same conditions. Note how firm and full is the one at the left in comparison with the wrinkled, wizened appearance of the other. This is typical of the manner in which the Brogdex Method maintains the freshness and firmness of citrus fruits in comparison with citrus fruits not so handled.

Brogdexed Fruit Will Top the Market Again This Season

At this, the beginning of the second year of the Brogdex Method of handling citrus fruit in the packing house, even more confidence is being placed in its value to the industry than at any time previously. Packing houses that used the Method last year are using it again this year and a number of additional houses have contracted for the privilege of using it. Several improvements have been made since last year, both in the applicator machinery and the formula, and the Brogdex Method will be even more effective this year than last in taking fruit to the consumer in as perfect condition as when it leaves the tree.

Brogdexed fruit is being eagerly watched for in the markets by dealers who have experienced its benefits or learned of it through others. Indications at present are that prices for Brogdexed fruit will be even more satisfactory than they were last season. The first cars of fruit shipped this season under the Brogdex Method arrived in perfect condition, while as much as 20 per cent decay was noticed in fruit not Brogdexed.

The Brogdex Company can only handle a limited number of additional installations of equipment this season. If you are interested in having your fruit handled by the Brogdex Method and have not yet made arrangements for this, it will pay you to get in touch with the Brogdex Company at Winter Haven, Florida, immediately.

BROGDEX COMPANY

WINTER HAVEN, FLA.

RIVERSIDE, CALIF.

PRE-COLORING PLANTS FOR CITRUS FRUITS

We are now prepared to furnish pre-coloring plants for citrus fruits, guaranteed not to injure the fruit in any way whatsoever. There is no fire hazard attached to the use of these plants and they are economical and very effective. For full information write Brogdex Company, Winter Haven, Fla.

CHECK, CLIP AND MAIL TO Brogdex Company Winter Haven, Florida

I am interested in:

- Brogdex Method of handling citrus fruit.
- Packing House Construction.
- Citrus Pre-Coloring Plants.

Name

Address

.....
This will bring you complete and detailed information.



Nobody Knows

BRIGGS: "The statisticians have figured that on an average a man speaks 12,000,-000 words in a year."

JIGGS: "How about a woman?"

BRIGGS: "They don't know. After wearing out four adding machines they gave it up."

Miles Away

Father was about to ask the blessing and every head was bowed. Silence reigned. Just then the telephone rang and Father promptly said, "Hello."

Noises Abroad.

An Englishman and an American were walking together through a dense forest when suddenly an owl hooted. Said the Englishman, "What's that?" "That's an owl," replied the American. "Sure, an any bloody blighter would know it was an owl," snapped the Englishman, "but who the bloomin ells owlin'."

The Ducks Get Fat

A new story is going around the financial district about an old Southern negro who was asked by the proprietor of a store how he happened to need credit when he'd such a good cotton crop.

"De ducks got 'bout all dat cotton, sah," was the mournful reply.

"What do you mean, the ducks got it?"

"Well, you see," explained the old man, "I sent dat cotton up to Memphis an dey deducts the freight, an' dey deducts the storage charges, an' dey deducts the commission, an' dey deducts the taxes—yes, sah, de ducks got 'bout all dat cotton, and dat's why I'm here."

What Fools We Mortals Be

Wife—Just think, James, last night I found a big bundle of those old love letters you wrote me.

Hubby—For heaven's sake, Myrtle, burn them before the children have a chance to see them. They haven't much respect for me as it is.—Houston Post.

Not Always

"They say a man's first thousand dollars is the hardest to get."

"Well, I don't know about that. An oil stock promoter got mine easily enough."—Exchange.

Good Intentions

"What in hades made you let go of that rope?" bellowed the irate master of the ceremonies associated with engineering a safe through a ninth-story window, as he contemplated the wreck consequent upon his Italian helper's dereliction.

"Scusa me, boss," faltered poor Giovanni, "but I had to tella da lady to looka out."—American Legion.

100 Per Cent. Proof.

"I understand a fellow who called himself Prof. Svengali hypnotized Zeke Dawdle."

"Yes," said Squire Witherbee, "He put Zeke to sleep."

"Was it a fake?"

"Couldn't have been a fake. Some of th' boys were kinder skeptical, so Bill Sprowley edged up an' asked Zeke if he wanted a drink. He never budged."—Ex.

Safe

A bright little girl aged four, and her brother, aged six, were spending the night with their aunt. When bedtime came, the aunt asked them how they said their prayers. The little girl answered, "Sometimes I say them to muddie's knee and sometimes to the side of the bed."

"And how about you, little boy?" asked the aunt.

"Oh, I don't need to pray; I sleep with daddy."

Nothing to Hold Him.

"Honey," said the colored suitor, "when we gits married, you ain't gwine to give up dat good job you has workin' for de white folks, is you?"

"But ain't we gwine to have no honey-moon an' take a trip on de train somewhere?"

"One of us might go, honey. Dey ain't a thing holdin' me, but you's got 'sponsibilities."—Exchange.



The picture was suggested by a dream Frank Whitman had once.

* * *

Swap smiles with your neighbor. They're good for what ails both of you.

* * *

Some folks make themselves miserable in the pursuit of happiness.

EVERYTHING FOR THE PACKING HOUSE

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| —Apple Machinery | —Fire Extinguishers | —Picking Bags |
| —Automatic Box Dumping Machine | —“Friend” Spray-Gun | —Picking Ladders |
| —Bags, Picking | —“Friend” Sprayers | —Plans, Packing House |
| —Barrel Heading Press | —“Friend” Spraying Specialties | —Platform Elevator |
| —Bates Steel Mule | —Gang Plank | —Polishers |
| —Bearings | —Generators | —Pulleys |
| —Bearings, Ball | —Grading Belt, Canvas | —Pumps, Packing House |
| —Belting | —Grading Belt, Rollers | —Pumps, Spray |
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| —Citrus Machinery | | —Spray Pumps, Fittings |
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| —Coke Heaters | | —Sprayers, Tractor |
| —Columbia Truck | | —Sprinkler Elevators |
| —Conveyors, Box | | —Sprinklers |
| —Conveyors, Drip | | —Squeeze, Car |
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| —Elevators, Platform | | —Trucks, 4-Wheel |
| —Empty-Box Elevator | | —Vegetable Grading Machinery |
| —Engines, Gasoline | | —Washer Brushes |
| —Engines, Kerosene | | —Washers |
| —Engines, Spray | | —Weighing Machines |
| —Fan Ventilating | | —Winding Engine for Elevators |

Check the items in which you are interested in this list. Use the coupon on next page.

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| —Machinery, Special Manufacture |
| —Motors |
| —Miami Trailers |
| —Morgan Box Machines |
| —Movers, Car |
| —Nailing Machines |
| —Nail Strippers |
| —Onion Machinery |
| —Orange Packs and Sizes |
| —Packing House Plans |
| —Packing House Pumps |
| —Packs and Sizes, Oranges and Grapefruit |
| —Paper Holders |
| —Parker Box Machine |
| —Peach Machinery |
| —Pear Machinery |



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“Golden Rule”

FRUIT PACKING EQUIPMENT

DUNEDIN, FLORIDA



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Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly. November, 1922.

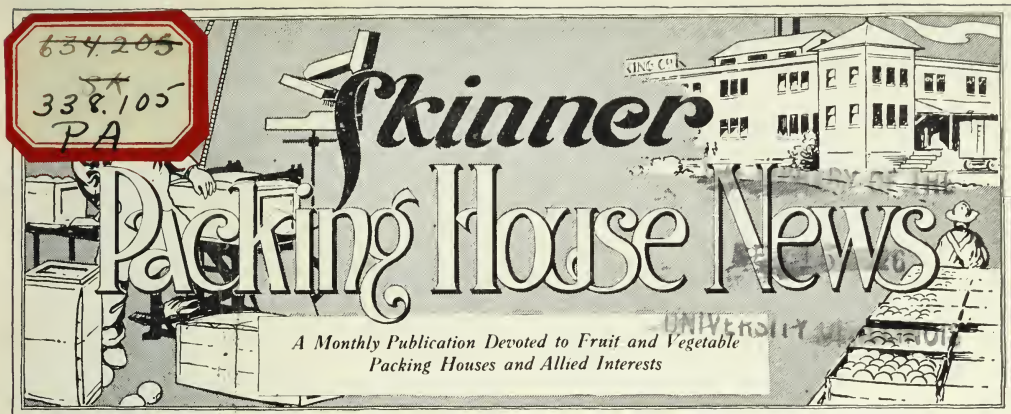
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Urbana, Ill.





Volume 1

DECEMBER, 1922

Number 12



EXAMINING PEPPERS ON SHIPPING PLATFORM AT WAUCHULA, FLORIDA



PUBLISHED BY
SKINNER MACHINERY COMPANY

World's Largest Makers of
FRUIT PACKING EQUIPMENT
DUNEDIN, FLORIDA





Skinner Packing House News



A Monthly Publication Devoted to Fruit and Vegetable Packing Houses and Allied Interests.

Published By
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CHANGE OF ADDRESS

Change of address should be reported promptly.
Give new and old address.

Volume 1 DECEMBER, 1922 Number 12

TOOT YOUR OWN HORN

We believe that every man should boost his own home town, state or country.

No matter if he be dead wrong, when an individual boasts that his town or state is the best in the world, there is some excuse for him, for he speaks from the heart where the heart is. And to leave the sublime for a moment, we even believe that though a man find himself in the infernal regions he would be right if he started shouting, "Hurrah for Hades!"

Just why—in this fair land of Florida where the best and juiciest oranges in the world grow, without for one moment wishing to disparage the excellent product of our sister state—so many soda fountains should display large Sunkist cards as they are doing, we cannot understand. Surely, it would only require the asking for them to obtain a supply of display cards for Sealdsweet, Blue Goose, Suniland, or any other well known brand of Florida fruit, for it cannot be that these drink emporiums are dispensing Sunkist fruit juice to Floridians.

If we ever live in California we will toot for Sunkist fruit, but just now we believe that Florida has every other citrus growing spot in the world backed off the map when it comes to real honest-to-God juicy, super-flavored oranges, and if we ran a drug store or drink stand in Florida neither wild horses, nor roaring lions, nor the advertising geniuses of California could persuade us to exhibit anything in the way of display cards that didn't boost Florida fruit.

With all the vegetables that are grown in Florida, and with all the increase in productive acreage being planted, a few hundred thousand dollars invested in modern packing houses, up-to-date packing machinery for standardizing and improving

the pack, and for labor-saving devices in packing and handling for shipping, would return a goodly percentage on the investment. The vegetable growers of Florida might take seriously a few lessons from the citrus growers of Florida and California, who have learned and demonstrated the value of modern buildings and equipment for packing fruit.

THE NEXT FREEZE

In spite of historical record it seems hard to convince people in Florida that another damaging freeze is due in a few years more or less. A study of freezes of the past in Florida shows that these freezes run in cycles of varying distances. During some periods low temperatures have run closer together and for other periods they have been longer apart. Just when the next damaging frost will visit Florida no one knows. Someone has figured that it will be here this year or next, while one rather eminent authority contends that a freeze is due in 1927-28. One thing only is certain, freezes will appear in the future as they have in the past, and with them will come the usual financial losses. Every grove in Florida should contain heaters of some kind or other and then, and not 'til then, may freezes in Florida be laughed at.

With this issue, Volume 1 of this publication is finished. During 1922 the Skinner Packing House News has made many friends and has visited every part of the United States as well as a number of foreign countries. Volume 2 will be somewhat different in appearance and size, and during 1923 we hope to add a great many readers to our already large list. We expect to be more and more of service to packers and shippers of fruits and vegetables and we extend again an invitation to them to bring their problems to us at any time when they may feel the need of assistance in solving them.

An orange a day will put doctors out of business.

THINK IT OVER

A little more kindness
A little less creed;
A little more giving,
A little less greed;
A little more smile,
A little less frown;
A little less kicking
A man when he's down.
A little more "we,"
A little less "I"
A little more laugh
A little less cry;
A little more flowers
On the pathway of life,
And fewer on graves
At the end of the strife.

(Anon) from Backfires.



Skinner Packing House News



MISSISSIPPI TOMATO SHIPPERS ADOPT STANDARD PACKING AND CRATES

A meeting between railroad officials and vegetable shippers was held recently in Crystal Springs, Mississippi, for the purpose of agreeing upon the use of standard crates and the employment of standard packing for tomatoes. Crystal Springs was selected as the place of meeting, in favor of Brown's Wells, where it was first decided to hold the session, in view of the fact that the former would be more vitally affected by the decisions that would be reached as it was the hub of the vegetable shipping industry in Mississippi.

It seems that the railroads have been experiencing considerable trouble annually because of improper packing of the vegetable before it is delivered for shipment. Extremely perishable in itself, shippers are credited with the careless packing of this commodity, thereby incurring avoidable enormous number of claims. The meeting was called to impress growers and shippers with the prime importance of proper packing and crating. It was pointed out that these two details were given sufficient consideration, the total number of claims per annum would be greatly reduced and more than fifty per cent of the trouble avoided.

Local crate manufacturers were invited to attend the conference so that their views of the question might also be expressed. The crate that has been used by tomato shippers, in Mississippi, it is said, lacking in a number of essentials to make it agree with the standard crate used in other parts of the country, and it was hoped that a general conference of all interested persons would result in the future use of a uniform crate.

As an outcome of the meeting it was decided to adopt a crate with a much heavier head and stronger sides for the accommodation of four baskets. The railroad explained that with the elimination of the major part of the present trouble experienced with tomato shipments, they could handle the coming crop more expeditiously and give better service to all concerned. The advantages of proper packing and crating, they pointed out, would be enjoyed as much by the growers and shippers as by themselves.

PACIFIC COAST NEWS

The new date packing-house of the Deglet Noor Date Growers' Association opened September 25 and the workers are busy putting up the 1922 pack, which is of excellent quality and quantity. A feature of the building is the system of dead walls between the receiving rooms and process-rooms. Everything that passes between these rooms must go through the fumigators, so that none of the moths from the

orchard can deposit their eggs in the fruit as it is being packed.

* * * * *

A packing plant belonging to the California Peach Growers' of Fresno was recently burned, with a loss of one hundred thousand dollars. The fire is believed to have been of incendiary origin.

* * * * *

Packing of the Chino, California, apple crop is completed, according to Manager Ditcher of the Apple Growers' Association. This is one of the best seasons that the house has had.

* * * * *

Rojes Huneeus, director of agriculture for the Chilean government and Dr. J. T. Bisquertt, professor of sub-tropical agriculture, were recently entertained in California. They were greatly interested in citriculture, and visited many groves and packing houses. There are about 20,000 acres in citrus in Chili, and many houses, they reported.

* * * * *

Carl Young, manager of the Terra Bella and Grand View Heights packing houses at Terra Bella, will assume charge of the new packing house of the Tri-City Citrus association at Richgrove, in a short time. This new house is very near completion, and will be all ready to handle naval oranges, soon.

* * * * *

The packing of the Emperor grape crop started in the Dinuba district the first week in October, and by October 19, there were fifty-two packing houses in Fresno county and upper Tulare county working on table grapes. Scarcity of cars curtailed operations at some packing houses, according to Horticultural Commissioner Frank R. Brann.

THE PHOTOSTAT AND THE PUBLIC ACCOUNTANT

There are frequent calls for copies of an audit. In all cases where more than five copies are required it is a matter of economy to have the work done by Photostat. Using this method saves both time and money and gives a result which the accountant knows is accurate, eliminating the necessity of re-checking. In the case where plats are a part of the audit the Photostat can be used at an even greater saving. The finished Photostat print is entirely in keeping with the high quality work demanded of the modern accountant.

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Our Photostat Department is at your service. For further information write Photostat Department, Skinner Machinery Company, Dunedin, Florida.



THE EXCHANGE SUPPLY COMPANY

Affiliated With The Florida Citrus Exchange

The Exchange Supply Company was organized during February, 1916, with an initial capital stock of \$5,000, later increased to \$100,000. At the 1919 annual meeting the capital stock was increased to \$500,000, and again on July 7th, 1920, to one million dollars; the equivalent of 20,000 shares at \$50 per share, par value. On July 7th, 1920, the stockholders also authorized the limit of indebtedness to \$15,000,000. These increases were made necessary by the constant expansion of the business, and it is expected that in due course of time the entire capital stock will be subscribed and issued so that the company can take its rightful place with "Big Business" in this country.

The various local associations of the Florida Citrus Exchange are stockholders of the Exchange Supply Company. The grower-members of those associations place their orders for materials with their local organization. The Exchange Supply Company bills all materials direct to the associations, which, in turn, collect from the growers for their purchases. Materials furnished to the packing houses are paid for from association funds.

Sales are made at prevailing retail prices to avoid disturbing the ordinary markets. In the end, all above the cost of operation is returned to the purchasers in the form of rebates. Rebates are in proportion to the amount of the purchases. The cost of operation is extremely low, as proven by the company's records.

Thus are the citrus growers, who necessarily must sell their products at wholesale,

made wholesale buyers as well. The showing of this company since its organization is one of remarkable efficiency, saving thousands upon thousands of dollars to the growers who market their fruit co-operatively, and who have by this means joined hands to buy to best advantage.

The aim and object of the Exchange

Supply Company is that of purchasing packing house and growers supplies at the lowest possible cost.

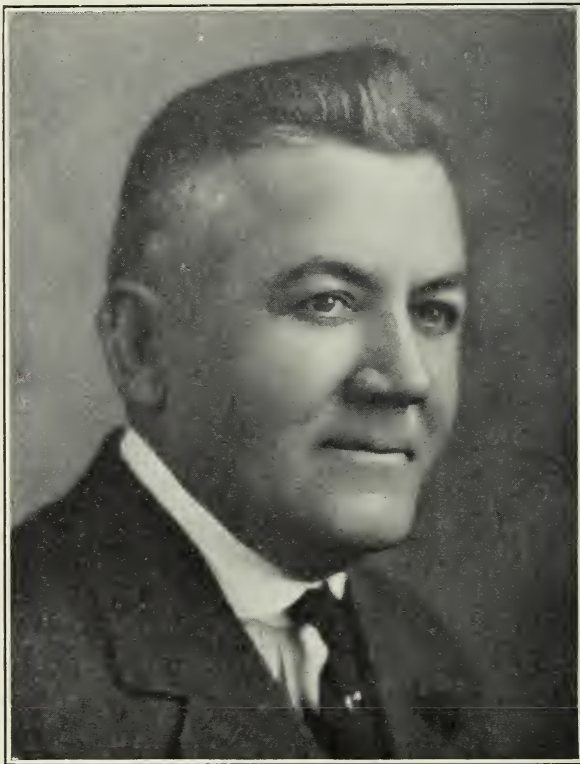
Prior to the organization of the company practically every grower of citrus fruit was a retail buyer of supplies of all kinds, while the crop that was made with these supplies was sold at retail.

With the inauguration of the Supply Company, member growers affiliated with the Florida Citrus Exchange, and members of affiliated vegetable associations have, through the operation of the Supply Company "become wholesale buyers as well as wholesale sell-

ers," and the growers have put their business upon a safe and sound merchantable basis, enabling them to save on nearly all operations.

There have been continual demands upon the Exchange Supply Company to increase its scope of operations. It now operates a chemical laboratory, horticultural department, machinery department, crate mills, and a fertilizer factory in addition to the furnishing of the grower's supplies as originally undertaken.

The laboratory was established under a plan whereby the Florida Citrus Exchange and the Exchange Supply Company would carry on this department jointly. How-



W. F. MILLER



ever, the work of the Exchange Supply Company has grown so fast that in 1921, it was decided that the Exchange Supply Company should take over the entire operation of the laboratory, and furnish to the Florida Citrus Exchange such data and reports as required.

One of the main objects of the laboratory is to see that all materials taken into the fertilizer plant are analyzed so that the resulting mixtures sent to the growers contain the exact per cent of plant food called for in the analyses. Also, the department is studying the matter of making use of cull fruits for use in the making of juices, marmalades, etc. An exceptionally capable chemist, Seth S. Walker, is in charge of this department.

The horticultural department has developed into one of the most interesting and useful departments of the Supply Company, and under the capable direction of R. E. Lenfest, is furnishing growers with dependable information for the handling of their grove properties. The calls for service of this department have been steadily increasing and every effort has been put forth to answer requests promptly. The work of this department covers all phases of grove care. Many suggestions for changing grove methods have been made, resulting in improved conditions. The development of the horticultural department presents vast possibilities for the future growth of the Florida Citrus Exchange.

The machinery department, instituted February 14, 1920, was organized primarily

to assist associations in buying, installing, and repairing packing house machinery. Original plans were made for a machinery department, warehouse and repair shop at the fertilizer factory grounds, and a building was erected with necessary machinery and tools installed. Soon after organizing, because of limited space, owing to the

growth of the fertilizer department, the machinery division was moved to Plant City, where suitable buildings were erected on the Warnell property, now owned by the Exchange Supply Company. At Plant City, the mill machinery, blacksmith shop and lumber yard facilities, enables this department to give much better service to packing houses. This department has from its beginning been in charge of J. M. Slattery, one of the best packing house machinery men in the state.

Through various purchases and leases, the Exchange Supply Company now owns and operates crate mills with an annual capacity of three and one-half million boxes. These mills are under the direct supervision of the officers

and directors of the Exchange Supply Company, W. F. Miller, general manager of the company, being in close touch with each mill at all times.

The fertilizer department of the Exchange Supply Company is probably the most interesting to growers in general. The plant originally consisted of one metal building in Gary. Machines of the largest ball-bearing type, efficient in every detail, (Continued on Page 15)



GEO. P. THOMAS



Fertilizer Plant of Exchange Supply Company at Gary



VEGETABLE PACKING IN CALIFORNIA

By JOHN B. WALLACE

While California has been highly touted as a producer of citrus fruits and nuts probably very few persons realize that the field of her real pre-eminence lies in vegetable growing. In total amount of vegetables grown she leads all the states of the union supplying nearly ten per cent of all the vegetables grown in the United States.

In Asparagus, celery, lettuce, onions and spinach she stands first, in miscellaneous

574 cars of tomatoes and four cars of turnips.

The largest shipments of any one vegetable is that of lettuce of which 5,830 cars were shipped last year.

Next to Los Angeles county the greatest vegetable growing district in the southern part of the state is in the Imperial Valley where about one fourth of the cantaloupes grown in the United States are produced.



Top: Vegetable packing house of the American Fruit Growers, Inc., one of the largest vegetable plants in the country. The building is 300 feet long and 60 feet wide. The basement is cast in a solid block of concrete with the main floor and is equipped with portable hatchways. **Bottom:** Two views of one of the American Vegetable Union packing houses at El Centro, showing the Imperial Valley type of vegetable packing house.

vegetables she stands second, in tomatoes and green peas, she is third, fifth in cabbage, sixth in green beans, tenth in cucumbers and thirteenth in sweet corn.

Of all the vegetables and small fruits shipped from the state the southern end has slightly more than one-half, and one county, Los Angeles, ships one third of all the vegetables sent east from Southern California an one sixth of all shipped from the state. Thus Los Angeles county constitutes the largest vegetable shipping district in the United States and that means the world.

During the past year, 1921, Los Angeles county shipped 3,190 cars of mixed vegetables, forty cars of green beans, 614 cars of cabbage, six cars of carrots, 1,958 cars of cauliflower, 669 cars of celery, 77 cars of cucumbers, ten cars of peppers, 2,221 cars of white potatoes, six cars of spinach,

Imperial Valley has almost a tropical climate being practically an irrigated desert and is therefore a great producer of winter vegetables.

While a portion of the small fruits and vegetables got to the middle western cities the greater part is shipped east of the Mississippi and to the Atlantic seaboard points. Especially is this true of cantaloupes, cauliflower, tomatoes and lettuce.

It is variously estimated that from 80 to 90 per cent of the vegetables produced in California are grown by Japanese. Since the passage of the anti-alien land law which inhibits Japanese from owning or leasing land in the state, it is expected that this percentage will decrease although many of the large owners of truck gardening land are getting around this law through cropping contracts by means of which the Jap



Skinner Packing House News



anese share in the profits of the crops they produce.

While the growing of the small fruits and vegetables is largely in the hands of the Japanese the shipping is handled almost exclusively by white firms. The Japanese deal directly to a considerable extent with the local trade but their few attempts to handle their products for eastern shipment have never proven very successful.

The Japanese question in California is largely a bugaboo fostered as a campaign issue by politicians and while there is some prejudice in certain districts where the Japanese predominate the public at large is very apathetic concerning the whole matter.

Vegetable shippers, while holding no brief for the Orientals, feel that laws prohibiting them from growing vegetables would be disastrous to California's vegetable industry for the simple reason there is no other class of people to take their place. White people—or at least the type that dwells in California—simply will not do the back breaking work and put in the long hours that are necessary for successful truck gardening.

The vegetable shipping business of Southern California is in the hands of about half a dozen large firms and perhaps a dozen small ones.

Most of the larger firms are also shippers of citrus fruits and nuts. In fact only one of the three largest is an exclusive shipper of vegetables.

There are about two hundred vegetable packing houses in Southern California, many of these, however, being combination houses where citrus fruits are also handled.

The vegetable packing house in the southern part of the state is a rather simple affair, most of them in fact being nothing but sheds. Representative types of these houses are shown in the accompanying illustrations.

A great deal of the vegetable packing is done in the fields, the packing houses being used simply as sorting and labelling places. Cabbage is sorted in bins before being crated. Cauliflower is run on a conveyor belt and culled as it travels in much the same fashion as oranges are sorted and culled.

Tomatoes are also sorted in a similar manner as cauliflower. These are divided into three grades, green pinks and half-ripe, the latter packed and shipped under refrigeration.

Lettuce and spinach is sorted and packed in crates with crushed ice.

Celery is crated in the field. Asparagus is the hardest vegetable to handle from a sorting and packing standpoint.

The methods of packing vegetables for shipping have become standardized in California through years of experimentation by the various shipping organizations. The pack in most instances is considerably different from those of Florida. This is large-

ly because of the longer distance from the market which necessitates more substantial packages.

Where Florida specializes in baskets and hampers the California shippers prefer boxes and crates. A full discussion of the comparative merits of these methods will be given in a later issue when the individual packers will be described in detail.

The shipping season for California vegetables is practically on an all-year-round basis. Lettuce is shipped every month in the year, but the heaviest shipments east are made during the period from December to the middle of April.

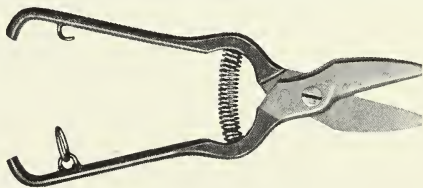
Tomatoes are wrapped and shipped in 30 pound lug boxes during the fall season which often extends into December. Cauliflower is also a winter vegetable being shipped from October until April.

The shipments of the smaller green vegetables are profitable for the eastern markets only during the seasons when they do not come into competition with local products.

A few of the larger shippers in Southern California own and operate their own truck gardens but the majority buy on contract. During the season of 1921 the state of California shipped 57,212 carloads of vegetables out of the state and of this amount southern California shipped 35,958 cars which gives some idea of the extent of this industry.

The port of New York, which includes 104 municipalities beside New York City, consumes 72,969 carloads of fruit a year. In these shipments, oranges come first, with apples second, and grapes, cantaloupes, peaches, grapefruit, pineapples, watermelons and plums following in the order named.

WISS FRUIT CLIPPER



THE WISS

A Dependable Clipper at a Reasonable Price

Order from

SKINNER MACHINERY COMPANY

Broadway, Dunedin, Florida



FLORIDA NEWS

The Oak Hill Citrus Growers' Association is installing a complete packing plant. Shipment of machinery was made on November 15th, and it is expected that the plant will be in operation in time for the Xmas rush.

* * *

On Nov. 14th, a house warming was held in the recently completed packing house of the Auburndale Citrus Growers Association at Auburndale. More than a hundred and fifty guests were present and a very pleasant evening was enjoyed by everyone. The Auburndale Citrus Growers' Association was among the first to organize as part of the Florida Citrus Exchange and has enjoyed a splendid record since its beginning.

* * *

Much additional equipment is being added to the pre-cooling plant of the A. J. Nye Packing House at Orlando. This is one of the largest and most complete pre-cooling plants in the state.

* * *

Mr. W. W. Carpenter is making several improvements to his packing house at Plymouth. Among other things he is motorizing his plant.

* * *

The Plymouth Citrus Growers' Association is building spacious new office quarters and adding considerable new machinery to their packing house.

* * *

Mr. Overstreet of the Winter Haven Fruit Company has returned from Georgia, and is busy getting his recently completed packing house in Winter Haven ready to begin packing about December 1st. New machinery is being installed with a capacity of three cars per day.

FACTORY NOTES

Mr. W. H. Hicks of the erecting crew of the Skinner Machinery company had the fortune to break his arm while installing machinery in the house of Dillard and Keene at Eustis. He will be laid up for a month we fear.

* * *

Mr. I. L. Jones has joined the sales force and is specializing on coke heaters in Pasco and Hillsboro counties.

* * *

Capt. Tucker has also started answering coke heater inquiries. As the cold weather approaches the interest in coke heaters has increased so greatly that the regular selling force has not been able to answer all the inquiries and these men were necessary to cover the territory.

* * *

Mr. Eichelberger of the Eustis Packing Company contemplates coming after repair parts in an airplane when he needs them in a hurry.

Picking Bags and Ladders



Skinner Ladders are light and yet they have no equal for strength and service. They are made in lengths from 12 to 40 feet and are priced by the foot.

Skinner Picking Bags are becoming more popular among fruit pickers every year. They are made of extra strong canvas and have a wide supporting strap which eases weight on shoulders of picker.

Write for further particulars or prices,

SKINNER MACHINERY CO.

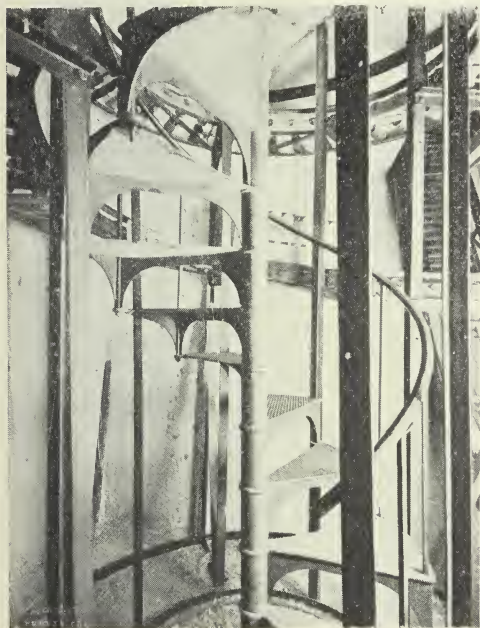
BROADWAY

DUNEDIN, FLORIDA



UNIQUE STAIRWAY

Necessity is truly the mother of invention. When Manager E. P. Jochimsen, of the LaVerne Orange Association, LaVerne, Calif., inspected the nearly completed new



packing house of the LaVerne Exchange, he found that the architect had failed to leave sufficient room for a stairway in the corner where the packed boxes are carried by conveyors to the pre-cooling rooms in the basement.

Such a stairway was vital as a time saver because the other approaches to the pre-

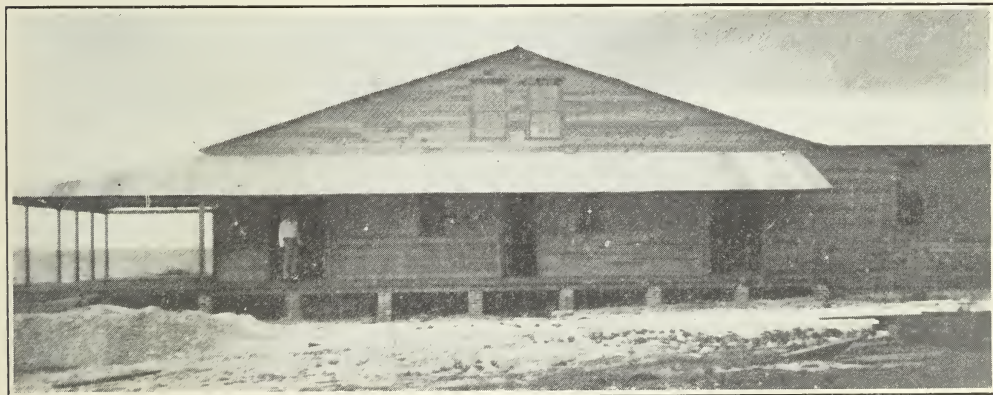
cooling plant and the box factory were at the other end of the packing house. Mr. Jochimsen therefore conceived the plan of placing a stairway inside the circular exit for the conveyor. The men who were installing the conveyors did not think this was practical at first as it had never been done before, but Jochimsen finally convinced them, with the result shown in the accompanying illustration.

The packed fruit after leaving the nailers is sent on the conveyor down this spiral escalator to the pre-cooling rooms. Upon leaving the coolers it is sent directly up to the freight cars in which it is shipped by means of the escalator shown at the right in the photograph. Automatic controls regulate the movements of the packed boxes. This escalator is set at an angle of 60 degrees, another idea of Jochimsen.

The belt upon these conveyors was placed underneath the rollers instead of above, but this is not proving altogether satisfactory because of the difficulty in spacing the boxes. It is the intention to reverse this next season.

By means of the stairway inside the conveyor a box of fruit can be followed on foot on its journey to the pre-cooling rooms. Manager Jochimsen believes he has set a record for space saving in this combination of stairway and conveyor and 60 degree escalator.

Prof. Charles P. Lounsbury, of the University of South Africa, discoverer of the *Aphycus Lounsburyi*, the parasite enemy of the black scale, which has been imported to California, and is being used by citrus growers, has been inspecting the citrus packing houses of the State. Prof. Lounsbury hails from the heart of the South African citrus growing area.



The new citrus packing house of Walter Hawkins, shown above, is situated on the banks of the Indian River at Eau Gallie, Florida. The house is 100 feet long and is completely equipped with modern packing machinery. Walter Hawkins is a well known grower and packer of Fancy Indian River Citrus Fruits.



Breaking the Chain



Modern Packing Equipment a Matter of Dollars and Cents

By O. FOERSTER SCHULLY

It is incredible that until comparatively recent years little or no attention was given to the packing of fruits and vegetables when sending them out to the various markets of the country for distribution and ultimate sale. True enough, these commodities were boxed or crated before they started on their journey but the procedure was a more or less haphazard one—a catch-as-catch-can process wherein the safety and quality of the produce was not taken into consideration. The responsibility was shifted from the shoulders of the shipper, where it rightfully belonged, to anyone who seemed willing enough to take it or incapable of refusing it, from the railroad down to the ultimate consumer.

This catch-as-catch-can process of handling the produce proved to be a boomerang to the grower and shipper, for, in the long run, it worked to his detriment. In the first place, the absence of efficient grading resulting in his delivering a uniformly poor grade of goods. Just as a chain is as strong as its weakest link, so is a crate of fruit or vegetables judged by its smallest and most defective article. Although a crate may contain 50 per cent high class goods, it is certain to sell at an infinitely lower price, in proportion, than if its contents were uniformly choice.

Then again, during the packing, under the old policy, the contents of the crates were frequently bruised by either rough handling or overpacking and arrived at their destination in a decayed state. In such an event, the shipper would file a claim with the railroad for damages. Sometimes, the railroad would pay the claim but often it would not. Whichever the case might be, the railroad, before deciding to pay, would conduct a thorough investigation, which would be stretched over a number of months. Objections would be raised, technicalities introduced, entailing a series of letters, back and forth—and in the meantime, the shipper, who was in the majority of cases the grower, would be out of his money. Even if the full amount of his claim was paid eventually, he would suffer a loss through the time he had wasted upon it and the capital that had lain idle pending the settlement.

Today, fortunately, conditions have changed. It is significant that more attention is now being given to the proper preparation of fruits and vegetables before they leave the hands of the shipper than

ever before in the history of the business. Another significant fact, indicative of the times, is that the more progressive the individual or organization engaged in the business the greater is his or its success, and profits. By progressive is meant, of course, the recognition of the value of modern equipment and methods. Too much attention cannot be given to these details.

In the matter of selling competition, alone, the prime importance of modern equipment can hardly be ignored. The man who can undersell his competitors is the man who, first of all, gets as much out of his crop as possible, then, who prepares his product for the market in a way that will net him the highest values for each grade of it, yet at a minimum expenditure for labor that he has a sufficiently wide margin of profit to allow him to pass it on to the various successive hands at a lower price than the other man, without experiencing any loss, himself. The only way he can ever achieve this is by the use of the most modern equipment and methods, from the ground up.

The scientific and mechanical minds are ever improving on old methods. It is just as absurd for a man to start out on a fruit growing and selling venture today with antiquated equipment as it would be for another man to start out on a long journey by stage coach. We'll grant that it could be done, perhaps, but when both men would have reached their ultimate destination, they would find that others who had started later than they did, but with modern equipment, would be there already waiting for them to catch up.

It stands to reason that if one man uses a machine that can be operated with less labor and at a smaller cost for power and can turn out twice as much work as the machine of another which is operated at a greater expense, the former is the man who will unquestionably make the most profit. Allowing the former is the man who will unquestionably make the most profit. Allowing that such a machine would cost him twice as much as an antiquated one—which is not always the case—it would be a good investment at that. Granting that he might have to junk his old equipment—which, also, is not always the case—it would still be a good investment—because, for one thing, it would be the difference between the old pump gun and the modern repeating rifle, the stage coach and the



fast mail, the sail boat and the ocean liner—in other words, development, improvement and the last word in efficiency. Not to take advantage of modern equipment is tantamount to trying to operate an office without typewriters and with every clerk writing in long hand every piece of correspondence—which, today, would be looked upon as the most ridiculous thing imaginable.

Employing modern methods and installing modern equipment is done for results, not merely for appearances—although there is much to be said for the latter. Men are constantly devising ways of combatting century-old evils. Take, for instance, that bete noir of the citrus growers—the freeze. Until very recently the grower would watch his trees bud, blossom and bear fruit—hoping against hope that a freeze would not come along and negate all his labors. Frequently, the weather was kind to him and held her temperature just far enough above the freezing point to give him a gambler's chance with his crop. But what about those times when the mercury did drop below? What about those times when he saw the result of all his labors made practically unavailable for market purposes within the course of twenty-four hours?

Today, with modern equipment, he can have little fear of freezes. True, perhaps, he can't prevent a freeze but he can, at least, combat its evils. Instead of hoping against hope or chanting prayers and incantations to Jack Frost, he merely distributes his heaters through his grove, gives each a shot of coke (the fuel—not the drug) starts them burning and retreats in contentment, knowing full well that his time and money have not been wasted.

It is self evident that the man who would not avail himself of this improvement over the old method lacks the first essential of business success—sane judgment. Viewed from any angle, modern equipment is nothing more or less than a matter of dollars and sense. It is safe to assert that if two lists were made—one of those growers and shippers who used modern equipment and another of the ones who were satisfied with antiquated junk, the former would reveal the most extensive operations, the highest financial rating and the greatest commercial success. That statement is made without any accurate knowledge of figures but if I had a million dollars in the bank today, I would bet the entire amount on that assertion with the firm conviction that I would win. The only difficulty likely to be encountered would be in finding someone idiotic enough to bet against it.

This much is certain, many a grower has had his operations limited and his chances for success greatly handicapped by his unprogressive attitude towards mechanical devices which would have lightened his labor and reduced his expenses. In refusing to acknowledge the importance of mechanical development in his particular field by a purchase of such devices his actions are much the same as if he were taking money from his own pocket and placing it in the pockets of his competitors. Despite these facts, such men continue in business, wondering why their labors bring them so little remuneration and why they are comparative failures to their competitors who are enterprising enough to avail themselves of every conceivable item of modern equipment.

PRE-COLORING EQUIPMENT

Numerous inquiries have been received recently for pre-coloring plant equipment. We can supply your pre-coloring room requirements, among which are included the following items:

FLORENCE BURNERS
BLAST GATES
THERMOMETERS

BLOWERS, BELT DRIVEN
BLOWERS, ELECTRIC DRIVEN
PSYCOMETERS
SHEET IRON PIPING FOR GAS

Address all orders or inquiries to

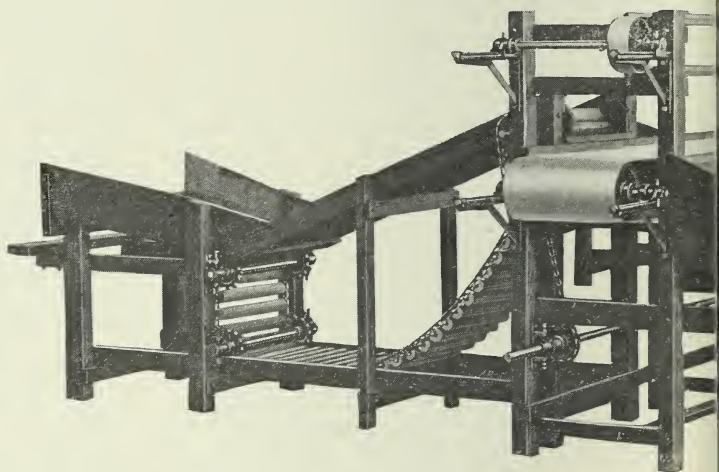
SKINNER MACHINERY COMPANY

Broadway, Dunedin, Florida



Vegetable Pack

INCREASES YOUR PRO



Vegetable grading is as important as fruit grading, and vegetable packers are gradually realizing this fact. A report from one man using careful grade and pack during the past season on cucumbers states that without a doubt his returns were from 25 cents to 50 cents higher per package than the price received for other cucumbers shipped from the same territory. He was enabled to gain this improvement, and at the same time decrease his packing cost, by grading on a system of canvas conveyors with bins attached.

Better grading is very necessary in the vegetable packing world. Crude methods of packing and handling fruit tend to bring losses instead of profits in this day of keen competition and a discriminating public. The vegetable grower who grades, sizes and handles his produce according to modern standards and with up-to-date machinery, is the man who is going to be successful. There is an eye appeal to well packed vegetables that incites a first purchase, and if the package is uniformly well packed, repeat orders for the "same kind" will soon follow.

Write for particulars regarding
any other vegetable packing ma

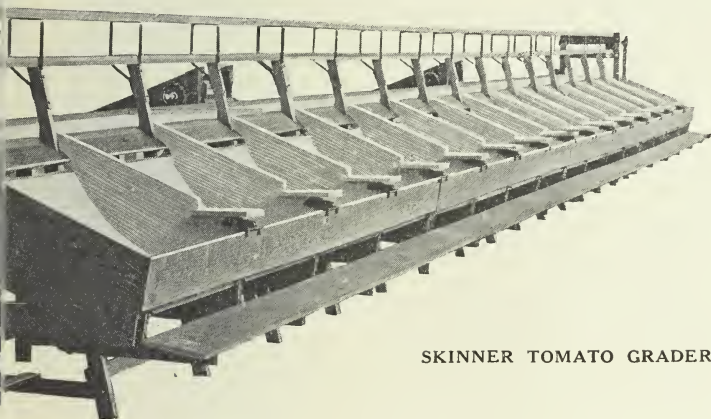
SKINNER MACH

BROADWAY, DU



Grading Machinery

ITS—CUTS YOUR COST



SKINNER TOMATO GRADER

The tomato grader illustrated above comprises a canvas distributing belt and an arrangement of roller grading belt feeding this distributing belt. This makes a very convenient system of grading and sizing, the tomatoes being graded on the roller belt before they reach the distributing belt. The graders work on both sides of the roller grading belt and pick out the "crooks" and over-ripes," and a man working on the canvas belt will do the sizing, separating the fancy, choice and gems. With this machine graders can do from two to three times as much work as ordinarily and do it more efficiently, thus reducing the cost of grading nearly half.

Skinner Vegetable Graders have the same sturdy construction as all other Skinner machines, and with ordinary care will give a lifetime of constant service. Vegetables are gently handled by these machines and will not become bruised in traveling over the grading rollers or canvas distributing belt.

tomato, cucumber, pepper or
inery you may be interested in.

SKINNER VEGETABLE GRADING MACHINERY COMPANY

MILWAUKEE, WISCONSIN
DADE CITY, FLORIDA

PACKING VEGETABLES AT WAUCHULA, FLA.

Florida isn't at all backward when it comes to raising vegetables and, so to speak, has the world by the rear of the neck at certain seasons of the year, when most of the country is under snow and ice and would go hungry for fresh lettuce, cucumbers, celery, peppers, beans, etc., if Florida wasn't on the job with early vegetables, and plenty of them. In fact, the big money in vegetable growing in Florida lies in having vegetables when other states haven't got them and are willing to pay fancy prices for them.

During the 1921-22 season Florida shipped 11,123 carloads of tomatoes, 5,684 carloads of Irish potatoes, 2,584 carloads of lettuce, 4,573 carloads of celery, 3,011 carloads of cabbage, 1,038 carloads of peppers, 2,053 carloads of cucumbers, 1,293 carloads of beans, to say nothing of many carloads of other vegetables not classified.

Florida has several modern vegetable packing houses where up-to-date machinery and methods of packing are used, but by far the biggest part of the vegetable crop of Florida is packed and shipped direct from the field. The need for permanent and well equipped vegetable packing houses is apparent. Machinery for grading and sizing would cut the labor cost considerably and surer and larger profits would result in the long run for better grading, sizing and packing methods.

Wauchula has one organization that believes in modern packing methods for vegetables, in the Wauchula Truck Growers' Association. In their packing house they use the government standard for cucum-

bers, which though thought severe at first by the members of the association, proved its value when the "cukes" reached the market and brought an attractive return to the growers.

Wauchula is the county seat of Hardee county, a particularly rich section and well adapted to growing vegetables. There are



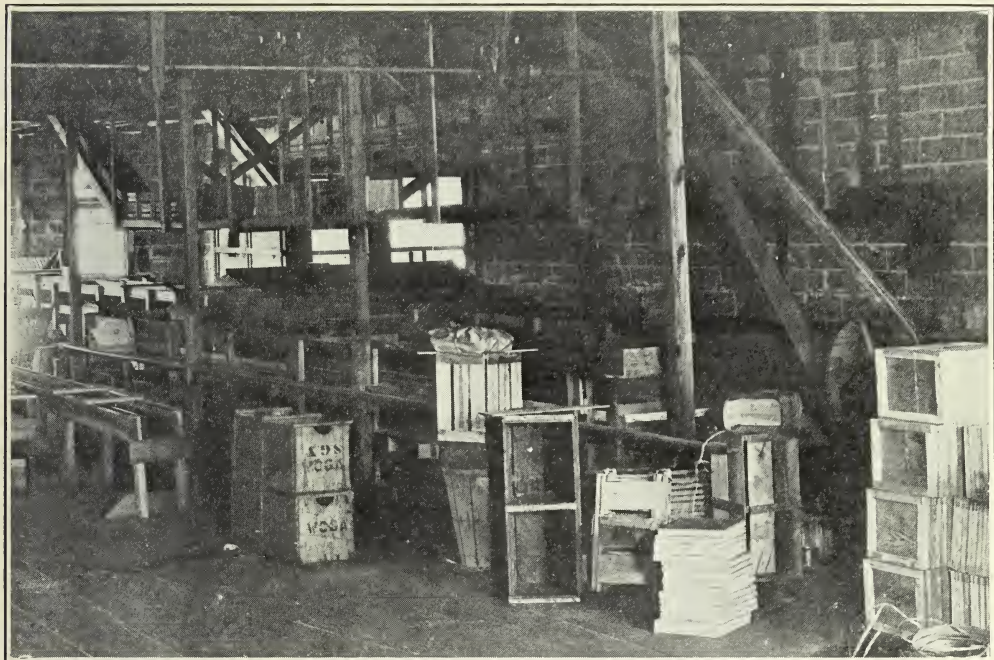
Vegetable Packing and Storage House of Wm. Cliett Company, Bowling Green, Fla.

630 square miles in Hardee county, nearly all of it being good fruit or vegetable land. Most of the vegetables grown in the county are shipped through Wauchula.

Last year was a banner one for the vegetable growers of this section, a bumper crop and good prices bringing success to most of the growers. This year has not been so good for the fall crop owing to discouraging weather conditions, only scattering express shipments going out to date, but the spring crop bids fair to make up for the poor results of the fall crop.



Vegetable Packing House of Wauchula Truck Growers' Association, Wauchula, Fla.



Interior of Carter & Harp Vegetable Packing House, Wauchula, Fla. Peppers, Tomatoes and Cucumbers Are Graded and Packed Here.

Wauchula and Hardee county specialize in cucumbers, tomatoes and peppers, with plenty of beans, corn, cabbage and other vegetables between times for good measure. Cucumbers are the big money crop, and perhaps lead in production. Practically all of the vegetables grown are shipped out of the state and are grown for the two extremes for which Florida vegetables are famous—the late and early markets.

There are one or two other vegetable packing houses in Wauchula besides that of the Truck Growers' Association, where grading machinery is used to advantage. A good many of the growers still pack in the field with little attempt to grade or size, and there is room for much improvement which would be to the advantage of the growers, in the way of packing houses and facilities for packing.

It is said that for each of the past two seasons the vegetable crops shipped through Wauchula have brought returns of over \$1,000,000. This isn't half bad for one small part of the world, and they are growing more and more vegetables every season. It is to be hoped that before many more seasons pass there will be as many substantial and well equipped vegetable packing houses in Wauchula as there are citrus packing houses at the present time.

The accompanying illustrations show views of one or two of the vegetable packing houses in Wauchula as well as one at

Bowling Green, which is a few miles north of Wauchula.

THE EXCHANGE SUPPLY CO.

(Continued from Page 5)

were installed as the first mixing unit. Later a second unit was put in operation. With the business constantly increasing, the addition of several new buildings and warehouses as well as the acquisition of more ground space has been necessary. The fertilizer plant now occupies many times the space used by the original plant and has an annual capacity of thirty thousand tons. Loading platforms have been correspondingly enlarged, now having a total capacity of seventeen cars. A thoroughly competent field force is maintained, and the heads of the various departments in the fertilizer plant are men of wide experience.

It is the intention of the fertilizer department to give the best materials that can be had so that the grower may raise "more and better fruit." George P. Thomas, one of the most experienced men in the business, has been in charge of the fertilizer plant since it was started in September, 1919.

Ted—What's become of that little peach you were engaged to earlier in the season?

Ned—That peach is canned.—New York Sun.



Skinner Packing House News



NEW PACKING HOUSE OF WINTER GARDEN C. G. A.



This shows the splendid new packing house recently constructed for the Winter Garden Citrus Growers' Association at Winter Garden, Florida, to replace their house destroyed by fire some months ago. The new plant is on the T. & G. Railroad and occupies a space approximately 132 by 164 feet. The exterior is of fine appearance and the interior is peculiarly well adapted for packing and handling fruit. The house is equipped with up-to-the-minute machinery and has a daily capacity of from four to five cars. The equipment includes five pre-coloring rooms with a capacity of 1,000 boxes each. Much credit is due Mr. Earl Hunter, Manager of the Association, for its rapid growth and the good results obtained for the membership. In the 1916-17 season this organization shipped a little over thirty-one thousand boxes of fruit, while this season it is estimated that one hundred and twenty-five thousand boxes will be shipped. The brand packed by the Winter Garden Citrus Growers' Association is "Crane."

SHIPPING APPLES FROM PORTLAND BY WATER

The winter of 1921-1922 was the first year that apples in any quantity were moved from the Port of Portland by water. During this period about 40,000 boxes moved over the terminals, most of which were destined to European ports.

The commission of Public Docks at the request of apple men of this state and Washington is having constructed a warehouse of concrete and hollow tile throughout, one story in height, with a ground area 120 by 160 feet which will provide storage for 400,000 boxes at one time. Also an extension to Pier No. 1 is being made which will have a frontage of 610 feet on the river. Boats will then be able to load direct from the warehouse.

The system in use in this warehouse for the preservation of fruit will be simply the forced circulation of natural air without refrigeration, though this air can be humidified when necessary. The warehouse will be divided by hollow tile fire walls into three sections, each of which will have its own ventilating system.

The apple export movement has already started for this season. The dock commission now has some 200,000 boxes on hand to be moved this month. It is expected that there will be at least 2,000,000 boxes handled over the terminals this year. This amount may be greatly increased due to the fact that owing to the shortage of cars the growers in Hood river have decided

to ship their apples to Portland by rail, there to be loaded into boats to be taken to the East Coast of the United States.

A new market is being opened this year with a trial shipment sent to the East Coast of South America. With the inauguration of the Shipping Board Service in this run with the 502 boats it will be possible to get fruit there in good condition for that market.

Last year there was only one line having refrigerated service. This year this line is putting more vessels in the service and there are several other lines that are also competing for the business.

A short time ago it was announced that the Atlantic Lines had reduced the rate on boxed apples so it was necessary for Portland to get the rate lowered from here, which we did having it made 90 cents instead of \$1.00 as it was last year and this in spite of the fact that about 100,000 boxes were booked at the higher rate.

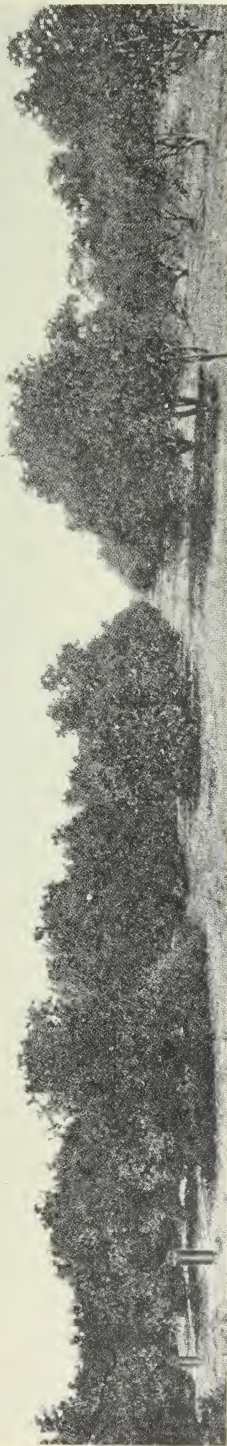
Too Much Service

"Waiter," said the fussy old gentleman. "Yes, sir."

"I've made three different attempts to take a dose of medicine in half a glass of water. Each time I got the water reduced to the right quantity you rushed around and filled up my glass. Stay away from me until I want you."—Birmingham Age-Herald.



Protect YOUR Trees and Fruit



Grove Showing Trees Protected by Heaters on Left, and Trees Damaged by Frost Where Unprotected on the Right

Beginning with 1892 the thermometer in Tampa dropped to 24 or below on the average of every three years up to 1904. It hasn't dropped to that temperature since. Five years afterwards it went to 26. In seven years it was cold again. We are now entering the sixth year since the last damaging cold. The probabilities of disastrous cold for the next winter increase as the period of freedom from cold increases. Judging from experiences in California, grove heaters could have prevented damage from cold through all these years.

Skinner Coke Heaters offer positive protection against frost in orchards and groves. They have proven their effectiveness in numerous tests under actual frost conditions. They are economical, clean and easily handled. Altogether they are the cheapest and most effective frost insurance that can be obtained.

GET THIS ATTRACTIVE ILLUSTRATED BOOK FREE

An attractive little book, giving valuable data regarding frosts and telling you more about Skinner Coke Heaters is yours for the asking. Write for your copy now. A postcard will do.

SKINNER MACHINERY COMPANY

BROADWAY, DUNEDIN, FLORIDA



THE SALES DEPARTMENT

Being the Fifth of a Series of Articles Regarding the Skinner Machinery Company,
Factory and Organization.

By A. M.

We came very near having to leave this page blank, partly because the Sales Department is scattered all over these United States and Florida, and partly because of the extreme unwillingness of any member of this department to write, say, or even insinuate anything about themselves or any other member.

Take a look at 'em before going any further and you will see the big reason why the Skinner Machinery Company is going to do a billion dollars worth of business in a couple of years or so. Juggling dotted lines is their favorite pastime and selling coal-burning stoves to the Hottentots or cold air ventilating systems to the Icelanders is the way they spend their vacations. In fact, we heard it hinted that they are going to get so much business in 1923 that the Company will have to run twenty-four hours every day and erect a few more buildings in order to even keep anywhere near up with them in the way of deliveries.

Mr. Hatch is Sales Manager, and gives his special attention to citrus and vegetable machinery.

C. P. Smith has charge of coke heater, truck and trailer sales. He expects to place a million coke heaters in Florida citrus groves by the end of 1925. They tell a story on Mr. Smith that down in Manatee county he met a man who looked like the Devil, so much so that Smith thought he was Mephisto sure enough, and tried to sell him a batch of coke heaters, contending that they were hotter than anything the Devil had in his own home town.

R. C. Allen is a sprayer expert. He sells sprayers and gives sprayer service. They say that if Allen cannot persuade a balky sprayer to work there is no hope for it.

E. N. Maull needs no introduction to the citrus packers of Florida as he has been in the citrus machinery game from the beginning twenty years ago. He has invented a number of useful machines and his recommendations as to the best machinery to install can be depended upon to be right.

Miss Allen takes care of everything in the way of entering orders, mailing invoices when goods are shipped, tracing shipments and orders and doing a hundred and one other things required in a busy Sales Department.

A. M. O'Quinn is an old hand at the fruit business. He has bought and shipped fruit himself and knows the business thoroughly. He made a trip to Palestine for the Company last season, where he installed citrus packing machinery and taught the owners how to operate and manage a modern fruit packing house. He is at present in Alabama installing machinery. From there he will go to Georgia during the peach season,

and after that to the apple sections of Illinois, Indiana and Michigan.

A. H. McIntyre has been with the Company almost from its incorporation and did considerable towards building up the citrus machinery business. He has spent the past four years in apple and peach packing sections. He believes that this field for fruit packing machinery is almost as great as in the citrus sections, the only problem being to show the deciduous fruit packers the advantages of machinery and a first class pack.

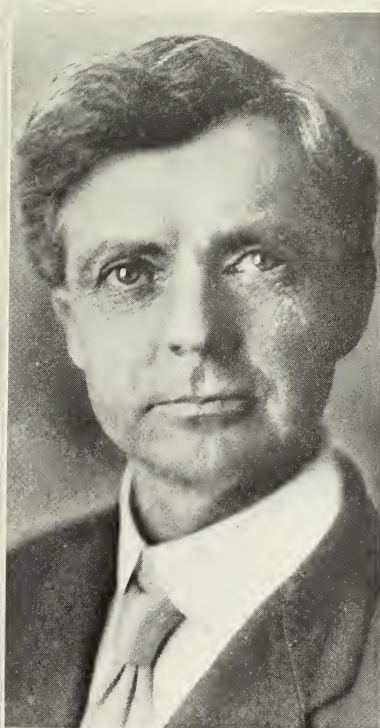
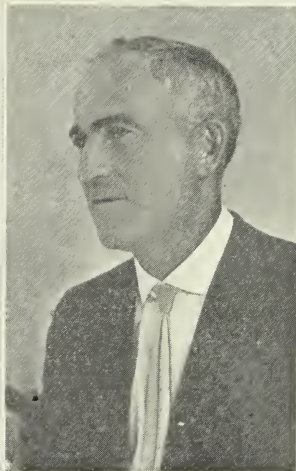
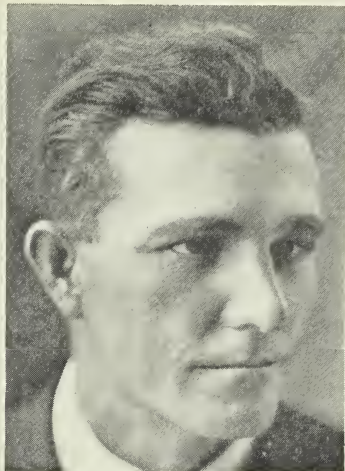
W. T. Reeves is a coke heater specialist. He expects to win the championship of the world for selling more grove heaters than anyone else.

We asked Mr. Hatch to tell us what the big idea was in the Skinner Machinery Company Sales Department, and he did so as follows:

"The idea in the Sales Department is to be acquainted with the need of users of our machinery or of those who could become users of it to their own decided advantage, and offer or suggest the machinery to fit that need. The Skinner Machinery Company is justified in doing this because it helps to make two blades grow where but one grew before. Occasionally the need of a prospective customer is a little outside of our standard products, and something is designed to meet an individual requirement. At times these special designs have become useful to a number of packers and we have added another item to our varied line of packing machinery. More often, however, the requirement is met by suitable arrangement of machines from our standard output.

"When the salesman finds what is to be done and develops a train of machinery to do it, making the specifications for the machines so that each works with the other and putting the specifications into such form that the production department can turn them out with least cost, his job is well begun. He then calculates the product that may be expected from these machines and the revenue that may be earned thereby to show the prospective customer what the investment means in dollars and cents.

"Occasionally he must make a study of the situation to see whether it is practicable to build and deliver on payment of part only of the price in cash. He is the firm's representative who is in touch with the situation from a point that no one else is apt to reach. His judgment should be carefully developed so as to get every good dollar's worth of business possible and at the same time to keep within a range that will make bad accounts impossible.



Sales Department

Left, top to bottom: A. H. McIntyre, E. N. Maull, Miss N. C. Allen. Center, top: W. T. Reeves. Center, lower: H. B. Hatch. Right, top to bottom: R. C. Allen, C. P. Smith, A. M. O'Quinn.



BROGDEX REVIEW

*"Fruit to the consumer in as perfect
condition as when 't leaves the tree"*

NEWS NOTES

A number of prominent California Citrus Growers expect to visit Florida during the early part of next year. They will visit the citrus groves and packing houses and the exhibits at the South Florida Fair in Tampa. One of the things these growers are particularly interested in seeing in Florida is the use of the Brogdex Method in this state, where it originated. The Brogdex Method is being used extensively in California this season and the California visitors to Florida will visit packing houses where Brogdex is being used as they are anxious to view its development in this state.

* * *

Vice-President H. C. Ricketts and Secretary W. M. Hampton are spending a few weeks in Riverside, Cal., headquarters of the Pacific Division of the Brogdex Company.

A report from Porto Rico on the first shipment of Brogdexed fruit by steamer to Baltimore, Md., states: "Fruit arrived in sound condition, Brogdexed fruit great. Ship all you can on next boat." Mr. R. L. Mills, general manager of the Southern Cross Fruit Company, and who controls the Brogdex Method on the island of Porto Rico, states that there is much interest being shown among the growers of Porto Rico, and he contemplates several installations in the very near future.

* * *

Mr. H. J. Skivington has completed the installation of a Brogdex plant for H. R. Mills, at Harlington, Tex., this being the first citrus packing house in the Rio Grande Valley citrus section. The Texas growers have adopted Brogdex after watching the method for a full season.

PRE-COLORING PLANTS FOR CITRUS FRUITS

We are now prepared to furnish pre-coloring plants for citrus fruits, guaranteed not to injure the fruit in any way whatsoever. There is no fire hazard attached to the use of these plants and they are economical and very effective. For full information write Brogdex Company, Winter Haven, Fla.

CHECK, CLIP AND MAIL TO Brogdex Company Winter Haven, Florida

I am interested in:

- Brogdex Method of handling citrus fruit.
- Packing House Construction.
- Citrus Pre-Coloring Plants.

Name

Address

This will bring you complete and
detailed information.

AN OPEN LETTER TO CITRUS GROWERS

Winter Haven, Fla., Nov. 25, 1922.

Dear Mr. Grower:

Are you getting a satisfactory price for your fruit? Are you shipping through a Brogdex house? Brogdexed fruit is a superior fruit—quoting from a letter from Royal S. Copeland, Commissioner of Health, New York City: “The fruit arrived just prior to my sailing, and while I was too busy at the time to write you, I did have time to enjoy the Brogdexed oranges. They are a delicious and superior fruit. The grapefruit, too, were equally as luscious. The journey from the far South up to New York had not injured the fruit in the least.”

The largest jobbers in the country are distributing literature to their trade and are boosting Brogdexed fruit to their customers, after a whole season's experience. The following is a copy of an unsolicited letter received from Haley-Neeley Company, Sioux City, Ia., under date of November 14, 1922:

“Will you kindly mail us five hundred circulars like the attached, which we received this morning from C. C. Taft Company, Des Moines, Iowa.

“We handle Stripes Brand Grapefruit and we are very desirous of spreading propaganda of the Brogdex Method of handling citrus fruit.

(Signed) “HALEY-NEELEY COMPANY.”

To get advantage of this select trade you must have your fruit Brogdexed. If your packer does not Brogdex, write us, and we will furnish you with a list of Brogdex houses.

Yours very truly,

BROGDEX COMPANY
WINTER HAVEN, FLA. RIVERSIDE, CALIF.



Supplying the Demand

Lady: "Tobe, I'm sorry to hear your wife got a divorce."

Tobe: "Yessum; she done gone back to Alabama."

Lady: "Who will do my washing now?"

Tobe: "Well, mum, I'se co'tin' again, and I co'ts rapid."

Shocking

"Well darter," said Farmer Corntossle to his daughter on her return home from college, "How much do you weigh now?" "Why," she replied, "I weigh 140 pounds undressed for Gym." "Who the tarnation is Jim?" came from the old man.

Leave It to Dad

"Mother?"

"Yes, dear."

"Tell me a fairy story before I go to sleep, will you?"

"Wait till your father comes home, dear, and he'll tell us both one."—Exchange.

A peanut sat on the railroad track
Its heart was all a-flutter.

The 3:25 came thundering past—
Toot Toot! Peanut Butter.—Ex.

The Undersigned

A traveling salesman visited Haines City and sold the proprietor of its general store some merchandise. When the goods arrived they were not as represented and the merchant consequently returned them. The wholesale house attempted to collect the bill and drew a sight draft on the merchant through the local bank, which returned the check unhonored. The house wrote the postmaster about the financial standing of the merchant and the postmaster laconically replied with an O. K. By return mail the house requested the postmaster to secure a lawyer to collect the amount and received the following reply:

"The undersigned is the merchant on whom you attempted to palm off your worthless goods. The undersigned is the president and owner of the bank to which you sent your sight draft. The undersigned is the postmaster to whom you wrote, and the undersigned is the lawyer whose services you sought to obtain for your nefarious business. If the undersigned were not also the preacher of the church of this place he would tell you to go to hell."—Lakeland Star.

Alas! Alack!

An after dinner speaker recently remarked that there used to be three classes of people: The upper class, the middle class and the lower class. "Today," he said, "there are but two: Those who have a little still and those who have still a little."

Teacher: "Johnny, if you had three nails and a man came along and gave you three more, how many would you have?"

Johnny: "Six nails."

Teacher: "Pretty good, Johnny."

Johnny: "Pretty good—Hell, that's perfect." —Ex.

Correct

A famous lexicographer was embracing his wife's maid when his spouse suddenly appeared.

"Why, Henry, I'm surprised."

"Why is it, my dear, that you persist in using incorrect words? You're astonished, I'm surprised." —Backfires.

"Gee! That's a heluva note" said the monkey as he sneezed into the saxophone.

Not Much Difference

"How's the razor?" asked the talkative barber in an effort to start a conversation with the customer.

"Holy mackerel! Is that a razor? I thought it was a can-opener," warbled the victim.—Judge.

Pretty Cashier—You might give me a few days off to recuperate. My looks are failing.

Cafe Manager—What makes you think so?

Pretty Cashier—The men are beginning to count their change.



A smile a day keeps the blues away.

* * * * *

A man dreamed he was his boss one night. He fired himself. He went to work as usual next morning and the boss wondered why the sudden outburst of energy. There's a moral here. Don't miss it.

* * * * *

Dream on if your dreams are constructive,
Scheme on if your schemes are good.
For schemers and dreamers rule the world,
But are seldom understood.



EVERYTHING FOR THE PACKING HOUSE

- | | | |
|--------------------------------|--------------------------------|-------------------------------|
| —Apple Machinery | —Fire Extinguishers | —Picking Bags |
| —Automatic Box Dumping Machine | —“Friend” Spray-Gun | —Picking Ladders |
| —Bags, Picking | —“Friend” Sprayers | —Plans, Packing House |
| —Barrel Heading Press | —“Friend” Spraying Specialties | —Platform Elevator |
| —Bates Steel Mule | —Gang Plank | —Polishers |
| —Bearings | —Generators | —Pulleys |
| —Bearings, Ball | —Grading Belt, Canvas | —Pumps, Packing House |
| —Belting | —Grading Belt, Rollers | —Pumps, Spray |
| —Belts, Conveyor | —Grapefruit Packs and Sizes | —Reels, Strapping |
| —Belt Supplies | —Hatchets, Box | —Repair Parts |
| —Blowers | —Heaters, Coke | —Repairs and Service |
| —Box Conveyors | —Heating Systems for Drying | —Re-Weighing Machine |
| —Box Dumping Machines | —Hoes, Scuffle | —Scales |
| —Box Elevator | —Hose, Spray | —Scuffle, Hoes |
| —Box Hatchets | —Housings | —Service and Repairs |
| —Box Machines | —Hydraulic Barrel Press | —Sizers |
| —Box Material Conveyor | —Ladders | —Soaking Tank |
| —Box Makers’ Bench | | —Special Bearings |
| —Box-Nailing Machine | | —Special-Made Machinery |
| —Box, Press | | —Spray Engines |
| —Brushes | | —Spray Hose |
| —Cantaloupe Machinery | | —Spray Outfits |
| —Car Movers | | —Spray Pumps |
| —Car Squeeze | | —Spray Guns |
| —Citrus Machinery | | —Spray Pumps, Fittings |
| —Clamp Trucks | | —Skinner Sprayers |
| —Coke Heaters | | —Sprayers, Tractor |
| —Columbia Truck | | —Sprinkler Elevators |
| —Conveyors, Box | | —Sprinklers |
| —Conveyors, Drip | | —Squeeze, Car |
| —Cucumber Machinery | | —Strapping Reel |
| —Crate-Material Elevator | | —Sprocket Wheels |
| —Drip Conveyor | | —Sprocket Chain |
| —Dryers | | —Tomato Machinery |
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| —Electric Motors | | —Trailers, Miami |
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| —Elevating Sprinklers | | —Trucks, Clamp |
| —Elevators, Platform | | —Trucks, 4-Wheel |
| —Empty-Box Elevator | | —Vegetable Grading Machinery |
| —Engines, Gasoline | | —Washer Brushes |
| —Engines, Kerosene | | —Washers |
| —Engines, Spray | | —Weighing Machines |
| —Fan Ventilating | | —Winding Engine for Elevators |

Check the items in which you are interested in this list. Use the coupon on next page.

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| —Nailing Machines |
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SKINNER MACHINERY COMPANY

“Golden Rule”

FRUIT PACKING EQUIPMENT

DUNEDIN, FLORIDA



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We are especially interested in:

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WRITE PLAINLY

Mention above the names and addresses of anyone whom you think would be especially interested in receiving this magazine monthly. December, 1922.

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